

THE INTERNATIONAL SHOE AND LEATHER WEEKLY

# LEATHER

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1949

## *and* SHOES



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# NEWS X-RAY

Shoe manufacturers' net profits in for still tighter squeezes. Despite steady or rising costs, shoe price increases will be resisted terrifically, retailers report. Nor will cheapened quality be accepted as a way out. So upped costs will come out of profits only. Scores of shoe manufacturers polled by Leather And Shoes corroborate this.

Typical shoe profits picture cited by Byron Gray, president of International Shoe Co., before Senate investigating committee this week in Washington. Between 1938 and 1948, International's average annual net profit was 5.67%. For the first nine months of 1949 net profit per pair has slumped to 3.81 percent.

• •

Can a tanner with a union contract move his operations from one locality to another without permission of the union? Recently one Mass. tanner tried to, but the union made legal protest to the NLRB to prevent the move. The tanner brought it to court test and won—the judge's decision that such matters were wholly in the territorial rights of management. An important "precedent" decision.

• •

While most U. S. industries see production and sales shrinkage in 1950, shoe and leather industry seeks "stability" in its outlook. Shoe production same as 1949, but leather production up a bit. Good sign for uncertain '50. But prices and profits may show discoloring from hard pinch next year.

• •

Many shoe and leather firms stepping up promotional budgets for next year. Largest planned outlays since prewar. Chief reason: with increasing price pressures and competition, and prospect of smaller profits, only loophole is enlarged sales volume. Vigorous promotion is the obvious answer. One typical comment: "Business is there for the alert and aggressive. But many 'storekeepers' will become casualties in next year's fight."

• •

All corporations controlling 10% or more of the total output of any product, or having assets above \$25,000,000, should be required to file detailed reports with SEC as to structure and operations. This recommended by

Dr. Walter Adams, economics professor of Michigan State College, to House Monopoly Investigating Committee. The idea arousing wide interest. Would affect many shoe and leather firms, shoe chains, etc.

• •

Good chance of small increase in corporation taxes in 1950. Expected repeal of excise taxes will cut govt. revenue a half billion, while federal deficit will run \$5.5 billions. To make up this deficit will require higher taxes. Increased income taxes in an election year is suicide, so that's out. Only course is increased corporation and inheritance tax rates—from current 38 percent to 40-42 percent. Legislative feelers expected to be out in January-February.

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Employers don't have to bargain with union that hasn't filed non-Communist affidavits. Significant ruling passed down last week by NLRB.

• •

Recent spot checks on labor productivity by govt. shows no rise in last 10 years. Normal annual industrial productivity amounts to 2-3% increase. In last decade it has come almost wholly from new machines, methods, etc., but not labor, according to govt. check. No signs of "trend" changing in near future.

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Commerce Secretary Sawyer will back drive to repeal excise taxes on leather goods and other articles, according to a radio talk by Sawyer.

• •

Canada now threatened with Czech shoe imports. Czech agents now in Canada trying to line up orders. Shoes would sell at \$1.50, custom tax included. Same quality Canadian-made shoe sells for \$2.50. Quebec shoe workers union, representing 14,000 members, have sent official protest to Canadian govt.

• •

Labor union workers urged to switch to buying fabric gloves as being "less costly than leather." This item appeared in a Washington labor publication, nationally issued, in protest against "high leather prices."

# EDITORIAL

## An Experiment In Men's Shoes

EVERYONE agrees that men's shoe business isn't in the healthiest condition it should or could be. Almost every conceivable remedy has been prescribed for the patient. As a result, the patient's medical chart consists of a series of hopeful spurts followed by disappointing relapses.

Output of men's dress shoes for 1949 is estimated to be 5-7 percent below that of 1948, which itself was not a particularly good year for men's shoe business. In fact, for the first nine months of this year men's dress shoe output was about nine percent below the corresponding period of last year. And only because of a mild spurt in the last quarter will production decline for the year fail to show a more serious drop.

A variety of reasons has been given for the lethargy of men's shoe business. If heavy-soled "bold look" shoes happen to be in the forefront, then they (because of the extra wear they provide) are pointed out as the cause for the sales lag. Or perhaps another reason—that men "traditionally" buy fewer pairs than women. Or that men will wear the same style year-round. The "reasons" offer some consolation for the moment, but they do not cause any hopeful upswing in the ailing patient's medical chart.

Recently the men's shoe branch launched an all-out frontal attack with its program, "seasonality in footwear." It is the most promising medicine to date. The prescription calls for changing the shoe habits of the average male—of motivating him to buying two or more pairs on a seasonal basis rather than wearing the same pair year round. This mass promotional effort of the men's shoe manufacturers is commendable. The teamwork behind this program will, it is hoped, accomplish favorable result in boosting sales.

But one medicine alone may not be enough to bring recovery to the patient. And if the conventional medicines haven't provided the desired remedy, there's nothing to lose by concocting and trying another one.

It's generally agreed that some

drastic style innovations are needed in the men's shoe business. But innovating such drastic changes is risky, costly business which no manufacturer alone can afford. Moreover, it's a job that takes time. Each manufacturer logically asks, "Who will bell the cat?"

Well, the men's shoe manufacturers have already, in their "seasonality in footwear" program, shown how to bell the cat successfully—by doing it together as a team.

We have seen the mass male acceptance of seasonal clothes—of colorful slacks, sport shirts, sport jackets, ornate neckwear, bright shirts for everyday wear, etc. Remember, ten years ago only a few men bought such clothing or accessories. Today all men buy them, wear them. The men's clothing manufacturers proved that the so-called "conservative male" was a mythical animal, sheer fiction.

Today the only incongruous item in the male wardrobe is shoes. They are as out-of-place as a red tie at a wake. We are trying to change the trend now, but maybe the effort isn't all-out enough.

Supposing the shoe manufacturers as a group were to "subsidize" an "experimental" shoe store, say in New York City. This store would carry only dressy "non-conventional" shoe styles for men. Colors could be emphasized—blues, greens, greys, etc., in more subdued tones as a beginning, but probably blossoming out into more colorful tones later. New materials, or more radical departures of orthodox materials. Radi-

cally new designs, or new types of shoes. New textures.

The store would operate as any shoe store. The promotion and advertising would be substantial and aggressive. If the store showed a profit, the profit would return to the cooperative fund. Any loss would be subsidized by the manufacturers cooperatively, so that cost to any individual manufacturer would be negligible.

This "experimental" shoe store would be the "testing ground" for new ideas in men's shoes. It could serve to indicate trends or male receptivity of new ideas which might be launched—the successful ideas—nationally by the manufacturers individually. Male shoe buying habits could be tested and tempted. If only for the promotional value alone there would be a payoff for the manufacturers.

If the idea worked out well in New York, then other "pilot" stores could be opened in Chicago, Los Angeles, Denver, New Orleans, etc. This would provide a larger testing area, one of national scope. And on a national basis the promotional value of such stores would give a substantial boost to men's shoe business. Most certainly the men's fashion commentators would eagerly spread the word. The movies, television, radio, magazines—all would be sure to publicize it if for only one reason: such shoes would have dramatic value, much as smart clothing of any kind has dramatic appeal.

Men's clothing manufacturers would be far more eager to "tie in" their styles with such dramatic footwear for it would complete the ensemble.

Getting men's shoes *talked about*—vital to good merchandising—would be accomplished. Talk of the New Look in women's fashions swept the country. Today men's sport clothing is not only talked about by men and women, but more importantly is mass-accepted by men.

Thus, here is a way for men's shoe manufacturers to try out new ideas in shoes on the American male, with an aim to creating a demand for new types. It certainly entails no prohibitive costs or risks for any single manufacturer. And whereas the end result would be to the good of all, the establishment of such a project would be to everyone's interest.

The idea may have merit. But an idea won't work unless you do.

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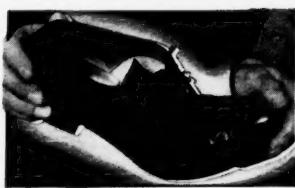
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# NEWS

## Wage-Hour Division Holds Shoe Learner Pay Hearing

**Trade Associations seek shoe industry learner provision at sub-minimum wage rate, claim 80% factory turnover represents new trainees.**

Whether or not the shoe industry should have a learner provision calling for a sub-minimum wage rate and other specified conditions was the chief topic of discussion at a special "closed" hearing held last week in Washington, D. C., at the office of the Wage and Hour and Public Contracts Division of the Dept. of Labor.

The hearing, attended by representatives of industry trade associations and labor unions, resulted from a petition filed by the National Association of Shoe Manufacturers, the New England Shoe and Leather Assn., and the Associated Shoe Industries of Southeastern Massachusetts. The Wage-Hour Division called the special meeting because of the approaching deadline on Jan. 25 when the new 75-cent hourly minimum wage goes into effect.

Shoe manufacturers' representatives contended that data gathered through an industry-wide survey and from the Bureau of Labor Statistics showed that 80 percent of normal operating plant turnover represents hirings of apprentices with little or no training in the shoe industry. They pointed out that there are approximately 200 separate jobs in a shoe factory, most of which should be entitled to a learner permit.

Based on these studies, the Associations offered three conclusions:

1. The duration of the learner period in the shoe industry ranges between 13 and 26 weeks.
2. Learner starting rates range between 50-65c per hour.
3. The number of learners needed in areas where they are a problem exceeds the 14 percent for a three-

month period shown by BLS turnover figures for all areas, even after adjustments for new help who are not beginners and the number of learners who leave before the end of the learning period.

The Associations recommended a learner regulation be established calling for a 26-week learner period, starting wage rate of 57½c per hour, and the number of learners needed at any one time be set at 20 percent of total production workers.

### Unions Protest

Union representatives protested vigorously, claiming that the proposal was a "plot" to "get around" the new 75-cent hourly minimum. The unions were advised to file a special brief by the middle of Dec. in which they planned to show that there is "no real need" for numerous learners since thousands of skilled shoe workers are now unemployed.

Presiding over the hearing was Isabel Ferguson, chief of the sub-minimum wage unit. Her purpose was to obtain, informally, facts, figures and suggestions which would prove helpful to the Administrator in the event he decides to issue a shoe learner regulation.

Washington sources pointed out that if the Wage-Hour Division acts on the recommendations of shoe manufacturers, special regulations including a new wage sub-minimum may be set up before Jan. 25. Normally, such regulations must be posted 30 days ahead of effective date in the Federal Register, which would mean Dec. 25 as posting date. However, legal sources claim that under federal administrative procedure, the Wage-Hour Administrator may exercise emergency powers and shorten the 30-day waiting period. The whole idea of the current situation is to act before the Jan. 25 deadline.

To date, the only industries possessing special learner regulations are the apparel, glove, textile, hosiery, millinery, independent telephone and cigar industries.

Representing the Associations were: Benjamin Seligman, counsel for NSMA; John Patterson, NSMA economist; W. W. Stephenson, executive vice president of NSMA; and Maxwell Field, executive secretary of NESLA. The only private firm represented was Craddock-Terry Corp., Lynchburg, Va., which sent its personnel director, Tucker Therman.

Present for United Shoe Workers of America, CIO, were Russell J. Taylor, USWA legislative representative, and Attorney Benjamin Sigal. Other labor spokesmen were John J. Mara, president of the Boot and Shoe Workers Union, AFL; Earl Snow, president of the Brotherhood of Shoe and Allied Craftsmen, Brockton independent; and a representative of District 50, United Mine Workers.

### Workers Vote "No Union" In Fulton County Election

Hopes for an early settlement of the labor dispute which has idled 18 Fulton County, N. Y., glove leather tanneries since early summer faded last week when tannery workers voted against union affiliation in the long-awaited NLRB bargaining agent election. The vote, a virtual victory for Independent Leather Workers, which had been declared ineligible for a place on the ballot, was recorded as 493 for "no union," 180 for the Textile Workers Union of America, CIO, and 144 for United Leather Workers Union, AFL.

Result of the election left Fulton County leather workers without a NLRB-certified collective bargaining agent for one year, after which another election may be held.

Although officials of the Tanners Association of Fulton County did not comment, its 18-member tanneries voted unanimously not to "deal with any Communist-dominated union by whatever name called." The Independent Leather Workers, formerly Local 202, International Fur & Leather Workers Union, CIO, had urged workers to vote "no union" after the NLRB denied it a place on the ballot as a "front" for IFLWU.

Several tanneries were reported in the process of shutting down indefinitely while others were considering following suit. However, Clarence Carr, president of the Independent, called upon tanners to seek a quick settlement. Carr said he had asked the U.S. Conciliation Service to intervene.

## **Navy Opens Bids On 150,045 Pairs Oxfords**

Bids on Navy Invitation No. 5846 calling for a total of 150,045 pairs of brown blucher oxfords were opened this week at the Navy Purchasing Office, New York City. Pairage on the invitation was specified as follows: Item 1A, 57,009 pairs for delivery to Brooklyn Naval Clothing Depot; Item 1B, 42,996 pairs for delivery to Oakland Supply Center, Cal.; Item 2A, 27,634 pairs to Brooklyn; Item 2B, 22,356 pairs to Oakland.

Following is a list of bidders, quantities bid on, and prices:

E. J. Givren Shoe Co., Inc.: 1A. 11,401 pairs at \$5.01, 22,804 at 5.084, 22,304 at 5.15, or, 57,009 at 5.094. 1B, 8,600 at 5.13, 17,198 at 5.204, 17,198 at 5.27, or, 42,996 at 5.214. 2A, 55,037 at 4.94, 11,073 at 4.984, 11,074 at 5.01, or, 77,684 at 4.984. 2B, 4,471 at 5.06, 8,943 at 5.105, 8,942 at 5.13, or, 22,356 at 5.101.

John Foote Shoe Co.: 1A, 12,000 at 5.10, 1B, 12,000 at 5.18, 2A, 6,000 at 5.03, 2B, 6,000 at 5.15.

Belleville Shoe Mfg. Co.: 1B, 10,000 at 5.23, 2B, 20,000 at 5.155.

General Shoe Corp.: 1A, 57,009 at 5.19, 1B, 42,996 at 5.24, 2A, 27,684 at 5.09, 2B, 22,356 at 5.14.

Hubbard Shoe Co., Inc.: 1A, 30,000 at 5.24, 1B, 30,000 at 5.36, 2A, 30,000 at 5.09, 2B, 30,000 at 5.21. Maximum acceptance 30,000 pairs.

J. F. McElain Co.: 1A, 57,009 at 4.99, 1B, 42,996 at 5.14, 2A, 27,684 at 4.82, 2B, 22,356 at 4.95.

Doyle Shoe Co.: 2A, 15,000 at 4.8125, 2B, 15,000 at 4.9175.

Endicott-Johnson Corp.: 1A, 57,009 at 5.175, 1B, 42,996 at 5.33, 2A, 27,684 at 5.035, 2B, 22,356 at 5.19.

## **N. E. Shoe Output Up 3% In Sept.**

Shoe production of 345 New England plants during Sept. totaled 13,542,000 pairs, a gain of three percent over Sept. a year ago, NESLA reports. Total U.S. shoe production in 1029 factories during the same month reached 41,522,000 pairs or a decline of 1.3 percent from Sept., 1943.

Maxwell Field, executive vice-president of the Association, stated that New England's relative gain "is even greater for the Jan.-Sept. period. Its output of 112,619,000 pairs during this nine months period was actually three percent greater than in the corresponding period of 1943, as compared with a one percent decline for the country as a whole."

During Sept., Massachusetts

showed a production gain of three percent, Maine, 15 percent, while New Hampshire was the only state on the debit side with a loss of seven percent from a year ago. New England's share of U.S. production, as a result of these gains, increased from 30.8 percent in the first nine months of 1948 to 32.2 percent in 1949.

Shoes shipped from the three states totalled 113,507,000 pairs valued at \$387,905,000 during the Jan.-Sept. period, at a dollar value per pair of \$3.42. Total U.S. shipments in this time amounted to 352,316,000 pairs valued at \$1,239,444,000 or \$3.52 per pair shipped. Employment in New England shoe plants during Sept. was estimated at 78,000 workers as against 229,700 employees throughout the country.

## **Propose State Study Mass. Shoe Industry**

In a move to determine the reasons behind the growing exodus of shoe factories from Massachusetts, local shoe manufacturers have petitioned the State Legislature to set up a committee to study industry conditions. The petition, drawn up by Charles J. Goldman, attorney for the Lynn Shoe Manufacturers Assn., has been introduced as a resolution by Rep. Norman E. Folsom of Lynn.

The proposal, which calls for the appointment to the committee of one commissioner from the senate, three from the house, and three others appointed by Gov. Dever, is aimed at halting further migration of shoe factories from the state. According to Goldman, 33 of 61 State shoe factories under CIO contract on Dec. 17, 1948, have since moved from the state, liquidated or gone bankrupt.

## **Rutter Named President Of Shoe & Leather Reporter**

John E. Rutter, sales development manager of U. S. Rubber Co.'s Lastex Division, has been appointed president and general manager of *Shoe and Leather Reporter* and *Creative Footwear*, shoe and leather industry trade papers. Rutter has been associated with U. S. Rubber since 1920 with important sales and marketing responsibilities in the footwear field. He will assume active management of the publications on Jan. 2, 1950.

## **Katz New 210 Prexy**

Saul Katz, executive of Hubbard Shoe Co., Rochester, N. H., was elected president of The 210 Associates, national philanthropic foundation of the shoe and leather industries, at the 10th annual meeting held Dec. 9 at the Hotel Somerset, Boston.

He succeeds James J. Molloy of Merrimac Shoe Co.

Other officers named were: A. A. Blooms, Saco-Moc Shoe Corp.; Albert E. Gordon; Kivie Kaplan, Colonial Tanning Co.; Francis B. Masterson, Hub Shoe Co.; Walter Reinsteine, John E. Daniels Leather Co., vice-presidents; A. W. Berkowitz, Bourque Shoe Co., treasurer; and William Lubell, Lubell Shoe Co., secretary.

## **Allied Products Show Set For March 5-8**

The Spring 1950 showing of the semi-annual Allied Shoe Products and Style Exhibit has been scheduled for March 5-8 at the Hotel Belmont Plaza, New York City, according to an announcement by Clarence R. Heyde, director. The Exhibit will feature new styles, products and processes for Fall. Opening date fall one day in advance of the Tanners' Council Fall Leather Opening at the Waldorf-Astoria.

## **Select Shoe And Leather Colors For Fall**

Seventeen colors for women's shoes and 15 colors for men's have been selected for Fall and Winter 1950 by a joint color committee of the Tanners' Council, the National Shoe Manufacturers Assn., and the Textile Color Card Assn. According to a new procedure, colors are now classified as Smooth or Suede Leathers for women and Smooth, Grained and Brushed Leathers for men.

Featured among women's Smooth Leathers are a new wine, a new Cordovan tone, and the repeated colors Cafe Brown, Cognac Brown, Admiral Blue, Cherry Red, Parkway Green, Turftan, Played, Green Pepper, Golden Wheat and Cinnabar.

Under Suede Leathers for women are a new wine (same as in smooth), a new light nut brown, a new coppery tone, a new lively blue and the repeated colors, Cafe Brown, Parkway Green, Admiral Blue, Slate Grey, Played, Turfgreen and Cinnabar. Black is in both groups.

New among men's smooth leathers are a reddish brown, a brown Cordovan type, and a golden tan. Repeated colors are Brown Oak, British Tan, Tawny Tan, American Burgundy, Cherrytone and Natural Tan. Grained leathers feature a new warm brown and the repeated Golden Harvest. In brushed leathers are a new Coppery rust tone, slate grey, and the repeated Admiral Blue, Prairie Brown and Forest Green as well as black.

## NESLA To Hold 81st Annual Meeting On Jan. 18

NESLA—the New England Shoe and Leather Assn.—oldest shoe trade organization in the U.S., will hold its 81st annual meeting on Wednesday evening, Jan. 18, 1950 at Boston's Hotel Statler, according to an announcement by Frank S. Shapiro, NESLA president. Gov. Dever of Massachusetts and several leaders in the leather and shoe trades have been signed as speakers following the annual banquet.

Shapiro has appointed a Nominating Committee to report the slate of officers and directors in 1950 for approval of the membership. Members of the committee include Daniel J. Danahy, chairman; Louis H. Salvage, Paul O. McBride, James T. Gormley, and Myer Saxe.

### Chain Sales Off 6%; Retail Sales Down 11%

Sales of four leading shoe chain stores during Nov. totaled \$15,991,000, a decline of six percent from the \$17,005,000 volume recorded in that month last year. Sales of the individual chains showed declines ranging from 3.7 percent for Edison Bros. Stores to 7.7 percent for G. R. Kinney Co.

For the first 11 months of the year, dollar volume of these chains dropped 3.4 percent. Number of stores run by the chains increased an average of three percent in this period.

Sales of independent stores during Oct. fell 11 percent from Oct., 1948,

### Oct. Hide Exports Doubled

U. S. exports of hides during Oct., although slightly below Sept. figures, were more than double Oct., 1948 volume. Net export position for the month showed 51,000 hides with 78,000 exported against 37,000 imported. For the first ten months of 1949, the U. S. exported 1,003,000 hides while importing 699,000, a net export total of 309,000 hides.

The Tanners' Council reports that calfskin and kip imports were greater than exports for the third month,

and six percent in the 10-month period. Dept. of Commerce reports on all retail stores show a drop of 8.9 percent in dollar volume for Oct. and 2.8 percent during the first 10 months.

Unit sales are believed to have held to 1948 levels with the decline in dollar volume attributed to lower prices at retail. Average factory value of shoes shipped during the first eight months of the year was seven percent under the same period of 1948. Retail footwear prices during Sept., for example, were listed in the BLS cost-of-living index at 203.8 or 5.9 points below the 209.7 reported in Sept., 1948.

### Canadian Shoe Retailers See Higher Prices Coming

Shoe prices in Canada will rise anywhere from two to 12 percent next Spring. At least, this is the opinion of Canadian shoe manufacturers, wholesalers and retailers as revealed in a recent survey by the Canadian Shoe Retailers' Assn.

The increases are almost unavoidable, according to the survey, because devaluation of the Canadian dollar has increased the cost of U.S.-imported materials such as linings, filler, lace tags and other shoe materials. In addition, a definite shortage of several types of hides will soon force Canadian tanners to buy these hides in the U. S. with resultant higher costs. It is reported also that sole leather prices may go up.

Some manufacturers fear a drop in

sales volume if shoe prices head upwards. However, demand is heavy at present, particularly for children's shoe manufacturers, who are hard-pressed to meet their orders.

### Boston Hide Brokers Assn. Re-Elects Simons Prexy

Paul Simons, president of Simons Hide & Skin Corp., Boston, was re-elected president of the Boston Hide & Skin Brokers Assn. at the organization's annual meeting held Dec. 12 at the Hotel Essex, Boston.

Other officers elected were Frank Carter of Carter Hide Co., Inc., vice president; Bob Kenyon, J. C. Hodges & Co., secretary; and Harry Sutton, Sands & Leckie, treasurer. Board members elected were: Martin Morton, Carl Kuhn, Werner Seidel and Reginald Wells.

In giving his annual report, president Simons pointed out that membership during the year had been enlarged to take in every local broker. He congratulated the Committee on Standards for its work in preparing a booklet now ready for distribution entitled, "Standards Governing Contract Terms, Shipments, Claims and Arbitrations for Domestic Hides and Skins Approved by a Joint Committee of Brokers and Tanners, Boston, Mass., Oct. 10, 1949."

### Close Naugatuck Plant

U. S. Rubber Co. will close its Naugatuck, Conn., footwear plant, manufacturing waterproof and fabric shoes, between Dec. 23 and Jan. 4, according to general manager W. E. Bittle. Bittle blamed the shut-down on the mild weather prevailing this winter in highly populated areas such as New York, Chicago and Philadelphia.

### Govt. Issues Industry "Monopoly" Report

The four largest rubber footwear companies in the U. S. do fully 80.7 percent of all rubber footwear shipments, and the eight largest handle 93 percent of all such sales. As of 1947, there were 20 rubber footwear manufacturing plants whose shipments were valued at \$193,691,000.

These facts appear in the newly-issued report of Commerce Secretary Charles Sawyer to the House Judiciary Subcommittee studying "monopoly power," some phases of which were discussed in the Dec. 10 issue of LEATHER AND SHOES. Printed copies of the report now are available upon request, which is at variation with the usual policy of the department. This

(000 Omitted)	Unit	EXPORTS			IMPORTS		
		Oct. 1949	Oct. 1948	10 mos. totals 1949	Oct. 1949	Oct. 1948	10 mos. totals 1949
<b>Leather</b>							
Sole	lbs.	60	44	1,433	401	275	76
Belting	lbs.	1	2	33	88	63	41
Upper	sq. ft.	3,729	2,745	39,576	21,649	431	415
Lining	sq. ft.	282	382	8,891	3,257	94	137
Glove, Garment	sq. ft.	134	314	2,888	2,644	208	95
Bag, Case	sq. ft.	68	12	638	336	169	30
Upcast	sq. ft.	18	253	846	1,910	1	28
<b>Hairstock</b>							
Cattlehides	Pieces	78	37	1,008	248	47	85
Calf and Kip	Pieces	61	81	874	911	120	50
Goat and Kid	Pieces	...	13	...	72	2,711	3,181
Carbrettas	Pieces	...	...	...	466	234	3,013
Shearlings	Pieces	...	...	...	532	60	1,425
Pickled Sheep	Pieces	92	42	467	448	1,133	291
Woolled Skins	Pieces	...	...	...	350	146	1,120

report, which rapidly has become a "best seller," is not for general distribution, and is given only to those who can show they have a direct interest in the matter.

In addition to the fact that the four biggest footwear manufacturers (other than rubber) do some 27.9 percent of all shipments as to value, the report has several other detailed references to various branches of the leather industry, as follows:

The first four manufacturers of "footwear cut stock" in 1947 did 29.5 percent of all such shipments, which for 554 firms totaled \$294,309,000. In 1935, the concentration ratio was 32.2 percent.

The first four manufacturers of luggage did 14.9 percent of all the \$134,173,000 worth of shipments by 590 firms.

As to "industrial leather belting," there were 178 manufacturers listed as shipping some \$57,403,000 worth in 1947, but the four largest of these handled 44 percent of all such sales.

The four largest manufacturers of "leather dress gloves" handled 20.1 percent of all the \$47,303,000 worth of shipments by 246 companies.

In the "small leather goods" field, there were 243 manufacturers who shipped \$37,649,000 worth in 1947, of which the four largest handled 28 percent.

In the field of "saddlery, harness and whips," there were 138 firms who shipped \$20,459,000 worth, of which the four largest companies handled 33.1 percent.

As to "leather work gloves," some 85 firms shipped \$15,530,000 worth in 1947, of which the four largest companies handled 32.7 percent.

• Diamond Braid Co., Chicago, will construct a \$100,000 mill in Tarpon Springs, Fla., early in 1950 and transfer its Chicago plant there to produce shoe laces and other braids.

## **Hadley Bros.-Uhl Co. Holds Open House**

Close to 300 representatives of the shoe industry in the St. Louis area were interested visitors at an "open house" party given on Dec. 10 by Hadley-Bros.-Uhl Co., St. Louis. The company manufactures solvent type rubber cements, gum duck reinforcing materials and a complete line of shoe finishes.

The "open house" was held to acquaint the industry with the company's new enlarged modern plant at 514 Calvary Ave. The building, constructed of concrete blocks, contains 24,000 sq. ft. of floor space, more than double the working area of the old plant. It utilizes four times the space formerly devoted to laboratories and research.

Hosts at the event were F. K. Hadley, Jr., president and treasurer; J. J. Barrett, vice president; and R. F. Phirman, secretary.

## **Senate Committee Probes Shoe "Price Spreads"**

There is no prospect for lower shoe prices if quality and materials are maintained. Byron A. Gray, president of International Shoe Co., St. Louis, told a Senate investigating committee this week. Gray testified before Senator Guy Gillette and the Senate Agricultural Committee's "subcommittee on Utilization of Farm Crops" at a hearing this week in Washington, D. C.

The committee has been probing "price spreads" between the raw material and finished products for several months, trying to ascertain if "too much profit" is picked up somewhere along the line from producer to consumer. Gray was called to the stand because the committee maintains that hide and skins are a "farm product" and that leather reaches the consumer as a finished product of footwear.

Refuting the idea that shoe manufacturers made "huge profits," Gray gave an analysis of how his company's "sales dollar" was used over an eleven-year period of 1938 through 1948, as follows:

To buy materials from others...	43c
For direct labor in manufacture	27
For salaries and indirect labor in manufacture and other manufacturing expenses....	12
For goods purchased in finished form from other producers..	01
	83c
For salaries of salesmen, for administrative employees, and other distribution and administrative costs .....	8c
For federal taxes on income...	3½
For profit .....	5½
	100c

He said to the committee: "You will note that 82 cents was used to produce what we sold, and one cent was paid to others for purchased finished product. That makes 83 cents. Of the 17 cents left, eight was for distribution costs, 3½ for federal taxes on income, leaving 5½ cents profit."

"I should like to point out that the 27 cents of direct labor is not the total paid out in payroll. This takes in only the factory workers who work directly on production. Add to this the indirect workers, the supervisory force and the office workers, in the factories and at headquarters.

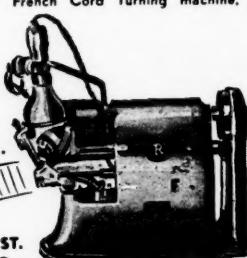
"Then add the numerous employees engaged in distribution who warehouse the finished shoes, fill, and ship customer orders; also the distribution office forces and salesmen, and our total payroll is 38 cents of our sales dollar. That means that of the 20 cents of manufacturing expense

(Concluded on Page 30)

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# Creative Selling—Serum For The Shoe Industry

The past eight years have dulled the shoe industry's sales blade. Sharpened methods and a fresh attack might bring surprising results.

**A**N X-RAY of the shoe industry's selling methods would reveal an ailing patient suffering from softening of the bones. In particular we mean the shoe manufacturer's selling directed to the shoe retailer. With all the what's-wrong diagnoses handed out to shoe business today, practically none has dealt with the most important organ of all—shoe salesmanship.

For nearly the past eight years, shoe salesmanship has been in a rut. Four years of war drove selling into hibernation. Two postwar years of shortages converted salesmanship into listless order-taking. In the two following years—1948 and 1949—shoe business had "stabilized." But by that time the industry's selling muscles had grown atrophied and flabby. There was a return to competitive selling, but only in the sense of picking up the loose ends left dangling nine years back.

Faced again with a buyer's market the manufacturer pulled out of his state of semi-coma and resorted to prewar selling, which consisted basically of getting the retailer to stock his product and leaving the real selling job up to the retailer. If the retailer was a poor or mediocre salesman, he was soon in the soup, and the manufacturer beside him.

The manufacturer and his salesmen again yearned for the comfort and security of the seller's market. He failed to heed the words of Charles Luckman, one of America's super-salesmen: "A buyer's market is the normal American market. A seller's market is an abomination to business."

## The Conflict

Many shoe manufacturers have given such heavy emphasis to the problems of manufacturing and costs that sales have become almost an accidental appendage to the business. They have concentrated on making a good product to compete on an open market—but have left all the selling

up to the salesmen. The salesman, selling almost wholly on the basis of instinct and experience—but usually without specific training in modern techniques, manufacturer-retailer coordinations, market studies, etc.—has floated with the tide of business. If business was good he brought home the orders; if not, he came home empty-handed. He did not *create* sales and build upon his creations. He merely took orders or "opened" new accounts. There is a distinct difference, as we'll see.

As business became "normal" it meant that the scramble became more intense to sell in what has traditionally been a limited market. Normally, just so many shoes are produced and sold each year per capita. In this limited market a number of producers were squeezed out, as the rising mortality figures show. Others drifted back to that "normal" pre-war pattern where every year about 50 percent of the nation's shoe manufacturers lose money or operate without a profit.

That's where we stand today. We have completed our postwar "readjustments." We are back to "normal." The common talk is "buyers' resistance" and "price resistance." And the common action in the industry is retrenchment on the grounds that we face "circumstances over which we have no control." No effort is made to buck the resistance, if such at all exists. Rather there is a mass movement toward the negative, the passive. Don't challenge resistance with stronger selling. Retrench.

## The Yellow Light

We see the retailer lured by the yellow light of caution. Whether the manufacturer caught the disease of "super-caution" from the retailer, or vice versa, makes no difference. The disease has been contagious. We see it in the now-established policy of short-range, hand-to-mouth buying all along the line. We see it in the low retail inventories—inventories

consciously held low and inadequate even in the face of insufficient sizes and styles and lasts which result in lost sales. The wholesome risk element that gave the impetus to America's phenomenal growth has not only died, it has decomposed. It is shocking to see producers and merchants prefer security to venture; to swap risk for caution, enterprise for stability.

And all this in the face of four years of milk-and-honey prosperity this country or the world has never before seen. In the face of unprecedented purchasing power we have senilely accepted the myth of "buyers' resistance." And in adapting to it our selling has become negative. While other industries—the old and established ones along with the new—have rejected this myth and gone ahead to build sales, our selling has succumbed to the fantasy of the "saturation point." We have so sopped up the yellow light of caution that it has begun to show up on our sales spine.

## The Fault Belongs . . . ?

The prime objective is to move shoes off retail shelves. If selling has lagged, failed to reach its potentials, or merely rides with the tide, it is easy enough to point the finger at the retailer. After all, isn't his job to sell the shoes he carries in stock?

It's easy, too, to point the finger at the manufacturer's salesman. His job is to sell shoes and to push them after they are sold. He has done the former, in a way and to a degree, but he has flopped in the latter. He has too often filled the ship's holds and then deserted the ship. But he is personally responsible only in part, the smallest part.

The manufacturer is the pivot of the problem. He has partially deserted both his salesman and his customer. In short, he has believed that it is his job to make the product, and has left the selling up to his salesmen and his retail accounts. And

it is here that the wheels begin to squeak.

It is surprising how many manufacturers still hold to the legend that a product worth having doesn't have to be sold. Especially an "essential" such as shoes. Then there's the myth of the man who builds a better mousetrap. There is still a large cult in this business that still subscribes to it. In short, selling, like breathing, is something that takes care of itself. Or it falls into someone else's department.

ment. It has been assumed that it is one of the manufacturer's secondary jobs.

#### Creative Selling

Let's take a square look at how many—perhaps most—shoe manufacturers sell their shoes. A sales force is developed. If the salesman has a "following" he gets preference. The salesman is then given a territory and he is set loose, like a bird dog. Instinctively he knows what is expected of him: bring home the

orders. He is virtually on his own, devising his own approaches and methods. His sole responsibility: bring home the bacon.

Has he been given special training by the company, based on modern sales techniques? Does the company provide him with a special selling plan, a tested and effective plan adopted after study of many? In what way is the manufacturer a "second selling voice" behind the retailer? What, in the final analysis, is the manufacturer doing to help the retailer move shoes off the shelves in larger volume and greater turnover? Is the salesman made to link the manufacturer and retailer in any closer relationship than distant cousins?

We now see the salesman on the road. Perhaps the manufacturer is one who allows an "exclusive" outlet to each town. The salesman, on this basis, must cover a lot of geographical territory. He is lucky to see each "exclusive" account two or three times a year. He is on hardly more than a nodding acquaintance when he comes each season to show his samples. He knows virtually nothing about his customer's business or clientele or problems. He is there primarily to get the order and skip. After all, he too has to make a living.

Or he may have several accounts in a limited area. It's more convenient for him, he finds, to use his hotel room as a sample room. He makes appointments with his customers to come up and "look over the line." A dinner, a couple of drinks, and to work. The order is taken. It has been a "successful" visit. The salesman has not gone near the customer's store. Their conversation, aside from discussion about the new samples, has been shoe business in general. Not the customer's own problems, mind you, or how his business in particular might be improved. It's quite impersonal.

Gone is the day when, like one old timer practiced, the shoe salesman made it a point to spend a Saturday with each of his customers—on the fitting stool in the store, at no pay. This was far more than expressing personal interest in the customer. The salesman got to learn the peculiar quirks of each of his customers' business, the trade, the store, the stock, the methods and operations, and the customer himself. He took time out to suggest business-building methods, to help

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EXTRA FILL...  
HI-GLO...  
EASE OF  
APPLICATION...  
HIGH STANDARD  
OF RESULTS...

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HABU-GLO

EDGE INKS *by* HADLEY'S

...they're CUSTOM-MADE TO FIT  
YOUR SPECIFIC REQUIREMENTS

Any type soles...men's and women's...one and two set edges...and heels, glo like no others when finished with HABU-GLO...so easy to apply, so satisfying in results. Made always to fit your particular specifications in color and application. It's the Edge Finish to use for a higher standard of results.

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SHOES  
FOR COMPOSITION  
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SAMPLES FURNISHED

Upon request. Merely specify type of sole and application (brush or machine) and whether one or two set ink is desired. It will be on its way to you.

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**Welting that's  
tougher than leather  
*...and proof  
against weather!***

SHOE manufacturers are taking S to "Dryseal"\*\* welting like a duck takes to water. It's made from Geon polyvinyl materials and has an arm-long list of advantages that not only improve shoes—but cut manufacturing costs, too!

Because it's made from Geon, this remarkable welting is:

- Water-proof
- Weather-proof
- Tougher than leather
- Resistant to oils, acids, alkalies
- Unaffected by sun, air, mildew
- Non-shrinking, non-curling, non-cracking.

The welting comes in all standard colors, fade-proof pigments all the way through.

And it simplifies operations and cuts costs in a dozen ways. For example, it comes in uniform, continuous lengths with no laps or splices. It holds a good finished edge, requires no edge staining. It can be used for stitched and cemented welt shoes—is highly resistant to stitch tear or cut seams. No more wetting or "beating out".

"Dryseal" is a Trade Mark Registered by Wright-Batchelder Corp., Boston, Mass.

"Dryseal"\*\* Welting is manufactured by the Okonite Company, Passaic, N. J., and distributed by Compo Shoe Machinery Corp., Boston, Mass.

Perhaps versatile Geon polyvinyl materials can help you do a product-and-sales-improvement job. Write for further information, for technical service. Please address Dept. HI-12, B. F. Goodrich Chemical Company, Rose Building, Cleveland 15, Ohio.



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# They're all Allergic ...to Vapor

**They just can't take it!**

Genuine reptiles are usually bark-tanned and are quickly and permanently discolored by steam.

Do not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers. Depending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes which require no solvent wetting at pulling-over.

# Beckwith

put them into operation. He not only watched his customers' business grow. He personally helped to make it grow. His rewards were rich, and not alone materially. Most important, he became a priceless ambassador for the manufacturer. He sold not only the company's shoes but the company. And the retailer could proceed with confidence because he felt and knew that the company was personally behind him.

Then there was the other salesman who habitually spent three solid days with each customer—and repeated it several times yearly. Only on the first day did he sell his shoes, his seasonal line. The other two days he held "sales meetings" with the clerks. He took each of the new samples that had been ordered on the first day, then proceeded to give dramatic detail to each shoe. He spoke affectionately and expertly of the construction, the leathers, the story behind the designing, the manufacturing problems, the promotion to be launched, etc. He virtually brought each shoe to life, gave it character, animation. And into his whole "lecture" he interwove the company. He was selling a dual institution—shoes and company.

What happened? The clerks weren't selling just a pair of shoes. They were dramatizing every sale by echoing the lessons learned earlier. To them each of those shoes had character; they were familiar with the personalities in the company making the shoe. They were selling with confidence and enthusiasm, which, as every salesman knows, are the two most essential ingredients of successful selling.

But again here was an expression of that significant theme: closer relationship between manufacturer and retailer; the manufacturer actively participating in building his customers' business by personal and direct efforts. This not only earned undying allegiance but built business.

This was *creative selling*. Creative because it generated enthusiasm to sell; it breathed life into an inanimate product; it gave personality and character to the product. It was far removed from just selling a pair of shoes. Now the clerk was inspired to sell a *certain maker's* shoe. Customers too were inspired. And what other objective does any manufacturer have in merchandising his product? If he achieves that end he has succeeded. If not, he has

failed. It reduces itself to that fundamental simplicity.

### The Serum

The patient is in need of a revitalizing serum. It consists of a fresh brand of thinking. Today the manufacturer and retailer are commercial cousins. They should be brothers. Their mutual interests are too intimately interlocked to settle for less than that. The selling must be done as a team—not as a team working from remote locations and communicating by long distance and occasional contact. The fact that the manufacturer nationally advertises his shoes to consumers, then waves the ads before the retailer as "proof" that he is backing up the retailer, is nullified by the fact that scores of his competitors do the same. The retailer has become somewhat immune to this. Of course the advertising has a value. But this is association by remote control. It is a cousin and not a brother relationship. More is needed.

The manufacturer's salesman is only part of the answer. Under the system used by many or most manufacturers the salesman has his hands full simply covering his territory for seasonal calls; or at least many territories are so set up geographically that frequent calls to the same account are impossible. If, then, these salesmen must concentrate largely on acquiring new accounts, showing samples and booking orders for regular or new accounts, it still represents only one aspect of selling. It is only the "one" of a one-two punch necessary.

Why hasn't the industry employed the "missionary crew" idea so successfully adopted by other industries? Here may be one answer to the potent creative selling necessary to fuse stronger bonds between the retailer and his clerks and the manufacturer and his product. The basic aim is to convert the retail clerk from just selling shoes to selling a certain maker's shoes with convinced reason, enthusiasm and confidence. If retail salesmen are thus inspired to do more potent selling, we may quickly see many of the current sales log jams broken.

The shoe manufacturer can inspire the retailer with a personal interest in his product only when his own sales enthusiasm is contagious enough to infect the retailer. This



*SOLE LEATHER  
gives you that  
extra point of  
uniform quality*

THERE'S NO SUBSTITUTE  
FOR GENUINE LEATHER



CUT STOCK  
BENDS  
BACKS  
BELLIES  
SHOULDERS  
HEADS



(Concluded on Page 22)

# Redunca And Myrtan- Eucalyptus Extracts

By  
Frederick L. Hilbert

**Myrtan especially is being consumed in greater amounts in the U. S. tanning industry—and with interesting results and prospects.**

WILSON and Thomas compiled, for the "International Critical Tables" (1927), a list of natural sources of vegetable tanning materials. The data in the following table have been arranged to show the species of tannin-bearing eucalyptus trees, as well as part of the tree from which the tannin is obtained, as also its tannin content.

Eucalyptus	Tannin-Bearing Trees (Australian)	Bark	Kino	Wood	Leaves	Percent Tannin
<i>E. acedens</i>		18				
<i>E. alba</i>		31				
<i>E. amygdalina</i>		62				
<i>E. canpaspe</i>	27					
<i>E. corymbosa</i>	6	66		18		
<i>E. corynocalyx</i>	25					
<i>E. diversicolor</i>	18					
<i>E. erythronema</i>	30					
<i>E. folcata</i>	19					
<i>E. gardneri</i>	27					
<i>E. globulus</i>		28				
<i>E. gummi</i>	11			17		
<i>E. longifolia</i>	9					
<i>E. loxophleba</i>	8					
<i>E. maculata</i>	7	42			5	
<i>E. obliqua</i>	9					
<i>E. occidentalis</i>	23					
<i>E. occidentalis</i> <i>astringens</i>	16					
<i>E. odorata</i>						7
<i>E. paledifolia</i>	23					
<i>E. paniculata</i>	22	78				
<i>E. piperaea</i>		47		13		
<i>E. platypus</i>	27					
<i>E. redunca</i>	18					
<i>E. resinifera</i>	4	74				
<i>E. resiniflora</i>						
<i>E. oxymitra</i>	26					
<i>E. rostrata</i>	16	55	8			
<i>E. salmanophorla</i>	14					
<i>E. salubris</i>	18					
<i>E. siderophloria</i>	10	55		6		
<i>E. sideroxylon</i>	25	44				
<i>E. sieberiana</i>	21					
<i>E. smithii</i>	25					
<i>E. spathulata</i>	26					
<i>E. stillabata</i>	13		17			
<i>E. stuartiana</i>	4			10		
<i>E. torquata</i>	17					
<i>E. viminalis</i>	6	69		3		

Of the thirty-eight species of Australian eucalyptus trees listed, thirty-four have bark which contains tannin in amounts varying from 4 to 46 percent; eleven yield kino having tannin varying from 28 to 78 percent; nine species have leaves which yield tannin in amounts varying from

3 to 18 percent; and only one species, *Eucalyptus rostrata*, which contains tannin in the wood—as a matter of interest, only 8 per cent.

### Redunca Wood Extract

The species *Eucalyptus redunca* yields tannin only in the bark. Blockley, Spiers and Beaverly (J.I.S.L.T.C., 1939) wrote at some length about "Redunca wood extract," made from the wood of the species *Eucalyptus redunca*, commonly known as the Wandoo or white gum tree. They also state that the tanning principle is made up principally of pyrogallol tannin associated with a small amount of catechol tannin. The following is a representative analysis:

### REDUNCA WOOD EXTRACT

Tannin .....	65.1
Non-tannin .....	19.9
Insolubles .....	0.5
Soluble Solids .....	85.0
Water .....	14.5
Purity .....	76.6

It is interesting to note the close agreement between the above and the analysis reported by Parker, for so-called "Myrtan" Wood Extract, especially in regard to the insoluble content: namely, 0.5 and 0.8 percent, respectively. The insolubles content of the "Myrtan" Wood Extract imported into the United States, during the last two years, has run quite consistently at about 1.50 percent.

Tanning liquors made from the Redunca wood extract are said to lose a moderate amount of tannin and non-tannin upon standing and increase a little in acidity; furthermore, a gummy substance is deposited. The amount of insoluble matter increases with increase in the strength of the liquor up to 40° Barkometer. Beyond this it decreases.

Comparing its adaptability for the manufacture of sole leather with chestnut extract, it gives a paler color which darkens on exposure to light; it combines with collagen more readily, but has a lower rate of tannin

fixation. However, it gives almost the same yield of leather with a greater degree of tannage and a lower amount of water solubles. The sole leather produced by the use of Redunca wood extract is said to be firm and solid.

Humphreys, writing upon the subjects of the "Color of Redunca Wood Extract (Myrtan)," (J.I.S.L.T.C., 1942) stated that one of the chief drawbacks to the more extensive use of "Redunca" wood extract or "Myrtan," as it is known commercially, has been due to its relatively high color which ranges between 4.0 to 5.4 red and 11.0 to 16.0 yellow in Lovibond Tintometer units. However, he found that the color could be improved by adjusting the pH of the liquors from the normal of 4.1 to pH 2.7 and 3.0 with sulphuric or oxalic acid. Little difference in the effect of the two acids was found. The color was found to be improved by the addition of 2 per cent lead acetate or 2 per cent of aluminum sulphate. Treatment with these chemicals was found not to interfere with the tanning properties. Aluminum sulphate was found to give the better color.

### "Myrtan"

Undoubtedly, "Myrtan" or some other form of eucalyptus extract has by this time found a place in the English sole leather industry, because of the character of English sole leather, as well as the prevailing methods used in English sole leather tanneries. Furthermore, the climatic or atmospheric conditions of the British Islands permit the use of firmer and more heavily tanned sole leather than that produced in the United States.

Neither "Myrtan" nor other forms of eucalyptus extract have made any great headway in the United States. Those in the control of the manufacture of such extracts prefer to have the extracts exported from Australia in the form of leather. They "sincerely desire to give the Australian



STYLED BY I. MILLER, This  
"Naughty Shanks Mors" was made  
with "G-942"-tanned leather.

## with Du Pont **G-942** tanning agent

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**NOW**—Du Pont "G-942" Tanning Agent, so successful for white leather, has been tested and proved to give better quality black leather.

### More Plumping— Controlled Shrinkage

You can readily get these results with "G-942" because it gives extreme plumping action with con-

trolled shrinkage . . . helps you get the highest possible yield of top-grade leather.

### Simple processing

The process of tanning black suede and crushed grain leather with "G-942" is practically the same as that used in tanning through white. It is easy to control by pH measurements. Most finishing

chemicals, as well as other tanning agents, can be used on the leather.

Let us arrange for a technical representative to call at your plant and explain in detail how "G-942" can help you produce better leather.



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... THROUGH CHEMISTRY

E. I. DU PONT DE NEMOURS & CO. (INC.), GRASSELLI CHEMICALS DEPARTMENT  
WILMINGTON 98, DELAWARE

tanning industry a world monopoly of a produce that is at least equal to chestnut which hitherto has been regarded as top of its particular class of tanning agents, and will give local contracts preference over export demands." (The Australasian Leather Trades Review, June 15, 1937.)

The first sizable shipment of "Myrtan" Eucalyptus Wood Extract into the United States arrived during the latter part of the year 1946 and consisted of approximately 800,000 pounds. The analysis, according to the American Leather Chemists Association, Official Method, was as follows:

#### ANALYSIS OF "MYRTAN"

Tannin .....	61.55
Non-tannins .....	16.03
Insolubles .....	1.70
Water .....	20.74
Total Solids .....	79.28
Soluble Solids .....	77.58
Purity .....	79.2

During 1948, it has been estimated that about 1,560,000 pounds of "Myrtan" were imported into the United States.

It is believed that because of present-day sole leather tanning methods, in which the tanning liquors are invariably made up of a blend of a number of vegetable tanning materials, it would seem that there

is a place for "Myrtan" or some form of eucalyptus extract, during some one or more stages of the tanning process.

#### Results with Myrtan

Recently, the author examined specimens of light leather tanned with "Myrtan" eucalyptus wood extract and found the leather to be of good color and tensile strength. In regard to color, it was a little lighter than American chestnut. The grain was unusually flexible and strong, showing not the least sign of brittleness, or crackiness. The grain withstood the well-known "key" test, without a crack showing in any part of the specimen. This, of course, is quite unusual, in connection with vegetable-tanned leather. The leather was produced from straight "Myrtan" wood extract and should prove satisfactory for upper and fancy leather purposes.

A sample of chrome leather retanned with "Myrtan," suitable for army or work shoe upper leather, which showed no blue chrome streaks in the center, was found to be springy, of good color, and had great tensile strength and resistance to tear. This sample had all of the qualities required of well-made chrome retanned upper leather.

"Myrtan" wood extract has been thoroughly tested in a number of sole leather tanneries and there is no doubt, in view of the results obtained, that it is a good tanning material to be used in connection with chestnut, quebracho, wattle, mangrove cutch, myrobalans, etc.

From the foregoing, it should be quite obvious that a tanning material which imparts to leather properties such as those imparted by "Myrtan," should readily find a place for itself in practically every light and heavy leather tannery.

The manufacture of "Myrtan" or eucalyptus wood tanning extract has long since passed the experimental stage. The extract which has been imported into the United States has run very uniform, in regard to its tannin, non-tannin, and insolubles contents. This is shown by the comparative analysis of the first and most recent shipment from Australia.

#### COMPARATIVE ANALYSIS OF "MYRTAN"

	Shipment	Dec. 1946	Dec. 1948
Tannin .....	61.55	61.07	
Non-tannin .....	16.03	16.71	
Insolubles .....	1.70	1.57	
Water .....	20.72	20.05	
Total Solids .....	79.28	79.35	
Soluble Solids .....	77.58	77.78	

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## New Lasts For Old

A new method of repairing lasts seemingly "beyond fixing" holds promise for new economies in shoe factories.

THREE years ago two young Milwaukeeans, Henry J. Michaels and Oscar N. Eisendrath developed a method to make a virtually "new" last out of a wornout one that seemed hopelessly beyond repair. They started in business with one helper, servicing a few local shoe factories. Today the business employs six workers. Shoe factories from coast to coast are now being serviced.

Michaels and Eisendrath believe that practically any last, no matter how badly worn, can be "made like new again." Some of the worn lasts they receive contain more holes than wood. When repaired the results on these extreme cases are unbelievable. Repair charges average about 75 cents to \$1 a pair, resulting in appreciable savings.

### The Method

The patented method by which these lasts are repaired is unique. There are about 10 separate processes used. Sometimes the lasts received (factories send them in large laundry-like bags) are so badly worn that they have to be processed two or three times before the job meets specifications and is ready to be returned to the shoe factory.

Maple dowels or cylindrical pieces of wood are inserted into the worn maple lasts at an angle, using a special drill which has a flat bottom. The dowel rests flatly and solidly at the bottom of the hole, leaving no air spaces. By drilling the holes at an angle the dowels or plugs cannot fall out, which might happen if drilled straight down and a few nails

pounded into the last at the shoe factory.

This angular drilling permits a last to be repaired as many as four times. Angular drilling, incidentally, requires a highly skilled hand, as much more manual hazard is involved than in straight-down drilling. In fact, most of the drilling is done by Michaels himself, who is perhaps the leading expert in this highly specialized work.

Remodeling is another phase of this firm's business—making lasts wider or narrower, longer or shorter, altering the shape of the toe, shank, etc.

It appears that Michaels and Eisendrath have devised a truly unique technique of renovating lasts that holds promise of new economies for shoe factories.



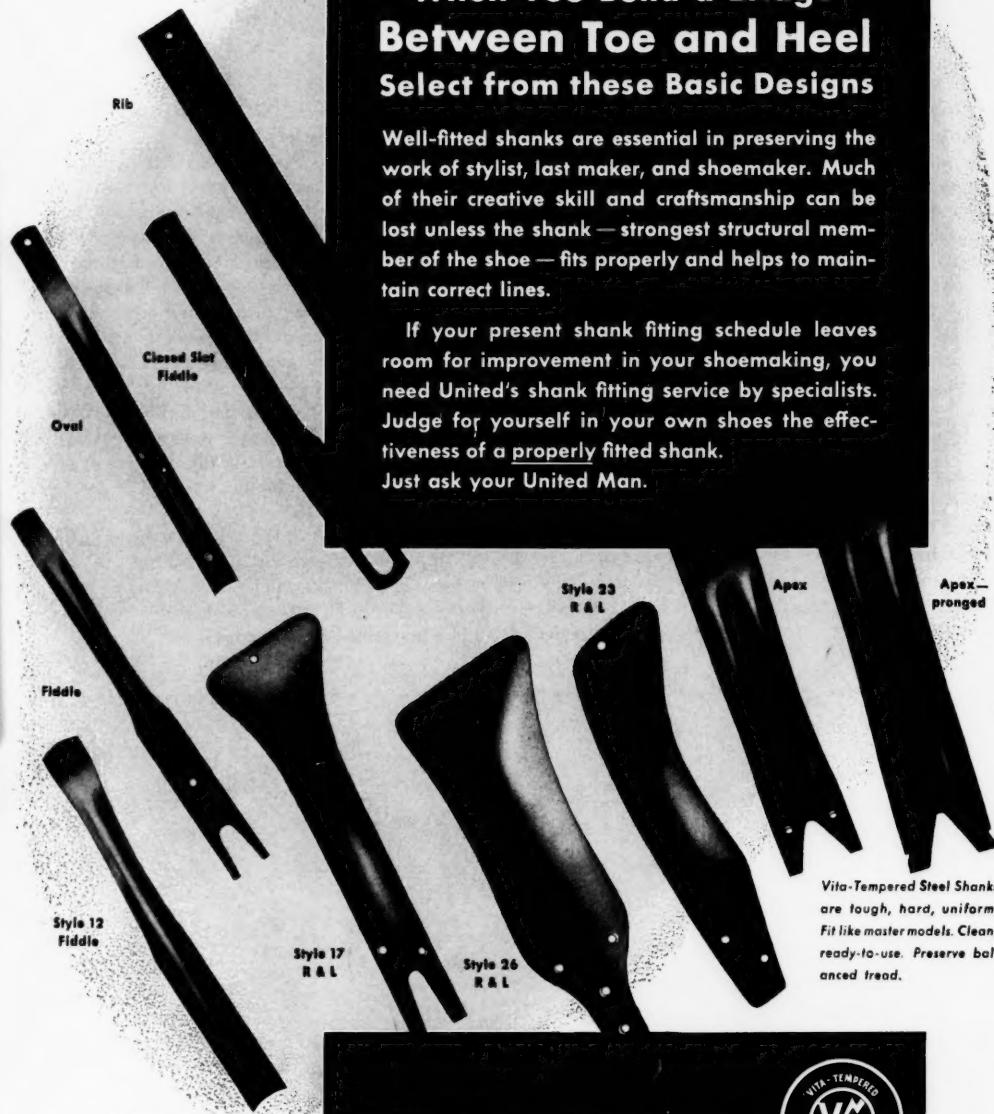
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In Process



Like New Again



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**UNITED SHOE MACHINERY CORPORATION**  
BOSTON, MASSACHUSETTS



# NEW IDEAS IN SHOE CONSTRUCTION

## Cement Welt Shoe

The idea of a cement welt has cropped up occasionally but never has taken the shoemaker's fancy. However, since a permanent bond may now be easily obtained with several kinds of adhesives, this construction may gain in popularity.

Figure 1 shows a typical lasted-over shoe, common to McKay, Nailed, and Cement construction. So far, this shoe can be used in any of the three given constructions. This shoe bottom shown in Figure 1 is filled with a layer of cork or some similar substance. There is also a shank reinforcement visible. The essential fact here is that no fitted insole is needed, no welting, no inseam trimming, nor many of the other operations common to Goodyear Welt construction.

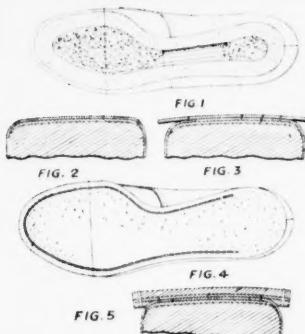


Figure 2 gives a cross view of the same stage of construction, showing the neatness and simplified construction, in comparison to a Goodyear. Also to be included in this bottom is a coating of cement preparing the bottom for the important step.

Figure 3 shows another stage in this construction, a very light midsole attached to the bottom through the agency of a permanent bonding cement. The edge of the midsole extends beyond the lasted upper, enough to compare to the usual width of a welt used in Goodyear construction.

This demonstrates a short-cut method of simulating Goodyear Welt construction, and perhaps quite as serviceable and cheaper in construction, eliminating so many operations and even material, as indicated in Figure 4; for here is the shoe completely outer-sole attached, almost immediately after the attaching of the midsole.

Whereas in the Stitchdown the idea is purely decorative, to simulate a Goodyear edge, this cement midsole construction needs this extra ornamental thickness of decorative welt to lend firmness to material that might not be too sturdy. (See Figure 5.)

The grain of the midsole faces the bottom in order that a more finished appearance may be given the welt edge simulated in case no extra decorative welt is used.

*Inventor:* George A. Faber and Abraham B. Rubin, Millersburg, Pa.

## Composite Welt And California

Figure 1 demonstrates the first important step in this construction; no last, insole or wrapper stitched in as far as the vamp ends, and welting stitched to the upper and possibly the sock lining type of insole.

The next step is the insertion of a last shown in the shoe in the bottom assembly of figure 3. This illustration cut shows how a wire is used to draw the upper over to the last edge, at the same time flattening out the welt. Note that the heel is still untouched. Observe here that a wide strip has been stitched onto the back as indicated in Figure 1.

The cork sole or filler indicated in the middle cut of Figure 3 is next cemented in, after which the outsole

smith or chainstitch machine of heavy construction.

Figure 2 gives a view of the back seam construction.

The advantage of this construction is great economy in making as to labor, skill and time. But there does arise a question: if the added stiffness lent the back is altogether desirable, we must remember there is some shape to the back of a child's foot?

Another problem arises in the placing of the insole, leaving the heel section open. What happens when the welt is drawn over the edge of the last, and so contracting the insole surface?

But on the whole here is an interesting construction of low cost and practicability.

*Inventor:* J. D. Rizzo, Rochester, N. Y.

## Shoe Jack

Here is an automatic machine fitted with a suitable jack for holding the shoe. It is one of the neatest mechanisms of its kind ever disclosed. The method of holding the shoe is through the medium of hydraulic pressure.

The vital feature in this method of jacking a shoe so swiftly, accurately, and safely is its mirror-like idea. This assembly looks as if it were mirrored in a pool of water. Actually, here is a jack that needs only one position for clamping in either shoe. If the right shoe is placed in the jack first, the present position is in readiness for the machine operation; if the left shoe happens to be placed in this jack when the machine is set for action of the right shoe, a mere flip over of the jack places it in correct position for machine operation.

There is no need to change the machine to adjust to the contours of a right or left shoe. No matter what happens to the left or right shoe, the outsole is identical in configurations. The outside ball of the sole, for example, may always be in the same position by merely turning over the sole; here the entire shoe is turned.

At the moment not much data is given as regards the use of this automatic jack, though there is reference to edge setting, edge trimming, and outsole stitching, and possibly McKay or lockstitch on McKay process.

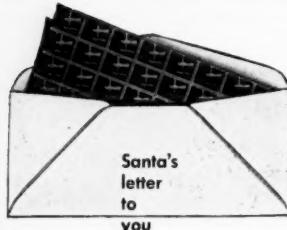
*Inventor:* J. Bouchal, Zlin, Czechoslovakia; Pat. No. 2,473,455.

## Creative Selling . . .

(Concluded from Page 15)

obviously calls for a fresh approach to selling, beginning at the manufacturing level and cascading down to the retail level. This sales waterfall can be converted into sales power to give fertile growth to the sales valleys.

There never has been an American industry or enterprise whose ills creative selling couldn't cure.



Answer the *once-a-year* Christmas Seal letter . . . and you make possible the *year-round* giving of health, life itself.

Your contribution will support the research, education, case-finding, and rehabilitation programs of the National Tuberculosis Association and its affiliates—which since 1904 have helped to spare almost 5,000,000 lives. Yet, TB still kills more people between the ages of 15 and 34 than any other disease.

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**Anecdote by:  
Charles M. Proctor**

## Invitation

When managing the Island Falls Tannery in Maine, our bark scaler was Bill Sewall. Besides being an expert at bark scaling he was a noted guide and woodsman. Many prominent sportsmen in search of more adventurous hunting and fishing, sought out Bill Sewall at his camp on the old Metta-waumkeag River.

One of these men had a son who was in very poor health. He persuaded Bill, in whom he had the greatest confidence, to help the lad build up his health through back-to-Nature methods with fishing, hiking, hunting and general outdoor life in the rugged Maine woods.

When Bill first saw the young chap, emaciated and pale, he felt sure the boy was living on borrowed time with little promise of extension. But after a couple of weeks he made a discovery. The boy, though feeble in body, had an indomitable will to overcome obstacles. Bill took to the boy and his grit like

fish to water. It required a long spell and infinite patience and endurance—but the boy's body grew sturdy with hard bone and muscle, and his physical stamina achieved amazing development. Said Bill, "When we first started tramping the woods I had the kid's tongue hanging out. But by golly, at the end of six months it was my tongue that was out."

A fine friendship developed between this boy and the older man, continuing through the years. One day, much later in life, Bill, now retired, received a letter inviting him to visit his former companion. The letter concluded: "I want to see the man who was one of my greatest benefactors. Please drop in and let's talk over old times."

Theodore Roosevelt,  
President  
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- **Be Be Tex 819** — Medium heavy. Strong bond. Dries fast. Overnight tack except when force dried.

**UNITED SHOE MACHINERY CORPORATION, BOSTON, MASSACHUSETTS**

# LABOR NEWS

The U. S. Supreme Court has refused to pass a decision determining whether **Endicott-Johnson Corp.**, Endicott, N. Y., must resume arbitration with Local 285, **International Fur & Leather Workers Union, CIO**, which has lost its bargaining status under Federal law. Refusal of the high court to act, in effect, supported a decision of the Broome County Supreme Court of New York ordering the company to arbitrate with the union.

The issue arose when the company refused to arbitrate two worker grievances, claiming that the union's contract with it had expired June 1, 1947, and IFLWU had shortly thereafter abandoned the bargaining unit. The union claimed that the grievances arose before expiration of the contract.

Eastern Massachusetts shoe manufacturers will "stand pat" on their refusal to continue operations under their existing contract with **United Shoe Workers of America, CIO**, despite threat of a walkout by close to 12,000 shoe workers, according to Atty. Charles J. Goldman, counsel for the Lynn Shoe Manufacturers Assn.

The strike threat was voiced by Angelo Georgian, New England USWA director, who said that the union negotiating committee may advise workers to vote a strike on Jan.

3, 1950, unless manufacturers operating some 82 factories in the state agree to continue the 1949 contract. The union originally asked for a 15 percent wage increase, then called for extension of present wage rates, although omitting the six-months wage reopening clause contained in 1948 and 1949 contracts.

Manufacturers had demanded that workers accept a wage cut of 12½ to 15 percent when the 1949 contract expires on Dec. 31. Atty. Goldman charged that Massachusetts shoe manufacturers were unable to compete with other shoe centers. He said 33 of 61 Massachusetts firms holding CIO contracts had been forced to leave the state or liquidate since Dec. 17, 1948.

Workers at **Panther Moccasin Mfg. Co.**, Lewiston, Me., voted, two to one, to accept a pay cut proposed by the management, despite a refusal by arbiter Gen. Charles H. Cole to rule that Auburn-Lewiston workers take a 12 percent pay cut demanded by shoe manufacturers there. (L&S, Dec. 10).

The vote came after the factory had closed down earlier in the week until "we get some relief from our employees." Some 14 other manufacturer-members of the Lewiston-Auburn Shoe Mfrs. Assn. indicated they would resume negotiations with representatives of the Lewiston-Auburn

Shoeworkers Protective Assn., as ordered by Gen. Cole. Cole said he would give a binding decision on Jan. 21 if no agreement was reached after 45 days. No mention was made of the new pay rates.

Employees of **Commonwealth Shoe & Leather Co.**, Gardiner, Me., members of **Brotherhood of Shoe and Allied Craftsmen**, have voted 317 to 57 in favor of a union shop clause. The election was held by the National Labor Relations Board. The company employs about 250 workers.

Employees of the **Brown Co.**, Berlin, N. H., manufacturer of shoe inner-soles and other products, have decided to use the reopening of their July contract to negotiate a pension plan and other demands.

Philip Smyth, president of the **Pulp, Sulphite and Paper Mill Workers, AFL**, which represents the workers, declared that pensions are "an accepted fact," and said there was no reason why the Brown Co. should not also give pensions.

Employees of **Billig Shoe Co.**, Peckville, Pa., some 250 strong, went on strike last week after they claimed the management had broken off contract negotiations. Workers refused to accept a five cent hourly pay cut demanded by the firm.

Marlin Brennan, regional director of District 50, United Mine Workers of America, which represents the workers, said that the company had not indicated when it would resume negotiations. Meantime, workers continued to picket the plant.

# WINSLOW



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## PERSONNEL

▲ Frank P. Ricca, Edison Bros. Stores, Inc., executive, has been promoted from southern field executive to a new job giving him charge of 52 of the firm's 211 women's shoe stores.

▲ Harold N. Edinberg has joined Philip H. Bernstein, Boston, as sales representative and will handle the firm's complete line of rubber soled in the New England territory. Bernstein is New England representative for Monarch Rubber Co., Baltimore, and Mono Plateax, Boston.

▲ Vic Fister has been promoted to assistant in charge of manufacture at Hamilton Shoe Co., St. Louis. He will assist Harry Benningson, vice president and general manager.

▲ Herman Prossak is now with Brooks Shoe Mfg. Co., Philadelphia. He was formerly associated with Keystone Slipper Co. in an executive capacity.

▲ Elmer M. Fry will handle the Orchid division of Tober-Saifer Shoe Mfg. Co., St. Louis, on the West Coast. Fry was formerly with Vic Colton, Los Angeles. He will operate from San Francisco.

▲ George Garvey has been appointed general manager of Best Ever Footwear Co., and Corey Casual Shoes, both of Montreal, Canada.

▲ Ralph D. Olson, a graduate of last year's class of Pratt Institute Tanning School where he was sent by Eagle-Ottawa Leather Co., Grand Haven, has recently been appointed assistant superintendent of the firm's Bark Leather Division.

▲ Charles Katz, former assistant buyer of Hobby Footwear, Inc., Pasaic, N. J., manufacturer of women's California shoes and slippers, has been named buyer. He replaces Irving Rosenberg. At the firm's annual meeting, Milton S. Long was re-elected president and sales manager; Sidney Jonas, secretary; and Frank De Stefano, vice president. The company plans to expand present production of 4000 pairs daily.

▲ Stanley H. Talbott has been appointed vice president in charge of advertising and promotion heading up to L. B. Eastman, general sales manager, of Joyce, Inc., Pasadena, Cal.

▲ Dr. Wilbur H. Miller has been named technical representative and assistant manager of the Washington, D. C. office of American Cyanamid Co., New York City. He will act as liaison between the various governmental laboratories and the firm's technical facilities.

▲ Frank M. Phillips of Roberts-Johnson & Rand Shoe Co. has been elected president of the Mountain States Shoe Travelers Assn. for 1950. Other officers elected are: Gene Tober, Deb Shoe Co., Inc., vice president; W. J. Cartt, Brown Shoe Co., secretary-treasurer.

▲ Abraham Jacobson is no longer associated with Meth Shoe Corp., New York City. Jacobson left the firm on Dec. 6, 1949.

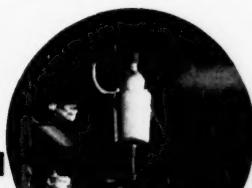
▲ Leon Rose has resigned as manager of the Boston office of Carl M. Loeb, Rhoades & Co., New York City hide brokers, effective Jan. 1, 1950. Rose will join Bissinger & Co., San Francisco. Carl N. Kuhn of Loeb, Rhoades' Chicago office will take over management of the Boston office.

▲ J. S. Protzer is now New York sales representative for Brown Shoe Co.'s Robin Hood line and for Robettes, children's and women's lines. He is located at 47 West 34 St.

▲ Claude A. Putnam, well-known in the shoe industry as president of Markem Machine Co., Keene manufacturer of industrial marking and printing machines, was elected president of the National Association of Manufacturers at the organization's annual meeting in New York.

▲ Hy Hudgens has joined J. Edwards & Co., Philadelphia, as sales representative in Illinois, Wisconsin and western Indiana. He was formerly associated with General Shoe Corp.'s storybook division.

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# SPOT News

## Massachusetts

• Sarra-Sandler Shoemakers, Inc., Lynn footwear manufacturer, is reported to have changed its name to Sarra - Sandler - Fenton Shoemakers, Inc.

• Assets of Mary-Lou Shoe Mfg. Co., Inc., Boston moccasin manufacturer, were scheduled to be sold at auction in mortgagee's foreclosure sale, it is reported. Involuntary petition in bankruptcy against the company was filed in Federal Court recently.

• John A. Frye Shoe Co., Inc., Marlboro manufacturer of men's and boys' shoes, has executed a trust mortgage to creditors' representative Jean Sisson so that its affairs be adjusted. Inventory is reported at \$300,000 with \$200,000 owing to general creditors plus \$25,000 owing to factors. Full details regarding other assets and liabilities are not yet available.

• Harry Remis, president of Acme Leather Co., Peabody, has announced plans for extensive expansion of facilities. A new building is being erected to house additional pasting unit facilities and production will be raised from 1200 to 1800 sides daily. The firm is sold ahead for three months.

• Phillip Aulson, executive of Aulson Tanning Machinery Co., Salem, has disclosed plans for a new entirely automatic scrubber for use on glass, porcelain and metal type pasting plates. The company has conducted tests on such a scrubber and found it does a quick and thorough job, leaving no residue on plates.

• Wingstep Shoe Corp., which suspended operation on Oct. 1, has decided to leave Webster. The company had an annual payroll of \$750,000, employing 300 workers. The move is being made because "operations could be conducted more profitably elsewhere," according to Emil Eisenberg, president.

• Officials of the former Unity Shoemakers Corp., which recently announced plans to liquidate and move from Haverhill, have leased the former Kent Shoe Co. factory in Newburyport and organized a new company to be known as Newbury Shoe Co. Simon Shain, general manager and treasurer of the new company, said operations are expected to begin as soon after Jan. 1 as possible.

## New York

• Linehan & Carman has been organized in New York City to manufacture shoe materials.

• Thomas Cort Ltd., New York City manufacturer of women's shoes, has denied plans are under way for the

firm's liquidation. In a letter to customers, president Thomas Buechler declared expansion is being planned for next year. The latter added that the Cort line will remain in Bonwit Teller shoe departments.

• J. Einstein, Inc., New York City, is the new distributor in North America for calf leathers tanned by Cornelius Heyl, A. G., Worms, Germany.

• Joseph Meyers and Alfred Silverman have sold out their interest in Lorraine Footwear, Inc., New York City, and have severed their connections with the firm, it is reported.

• Bendix Backing Corp., Long Island City, has been formed by Louis Plever, formerly with Korex Coating and York Backing Co. Plever is president of the new firm specializing in backing and combining leathers and fabrics. Morton Wasserman is vice president.

• Melvin Henkin, Inc., tanners, have developed a new suede to augment their regular line of leathers.

• The Alto Shoe Co. is being organized at 315 Broadway, New York City. The firm recently acquired the equipment of Julliard Shoes, Ltd.

• The Annabelle Casuals plant, manufacturers of women's California footwear, located at 99 Chester St., Brooklyn, was completely destroyed by fire.

• For the third time this year ownership in the Clapp Shoe Co., Inc., Naples, has changed hands. Controlling interest has now gone to Thomas H. Brenna, Rochester real estate man, who becomes president; Carl Ostberg is vice president in charge of sales, and Don J. Volpe is secretary-treasurer. Output capacity is 7,500 pairs daily.

## Kentucky

• Lucky Tott Shoe Co., Fulton manufacturer of footwear, is reported moving to Martin, Tenn.

## Ohio

• Plumer Leather Finishing Co. has been organized in Cleveland with John E. Plumer as president and Harold L. Wetherbee as secretary-treasurer.

• Prima Footwear Co., Columbus, is building a new addition to its plant. Additional floor space will enable the firm to raise daily production from 3,000 to 4,000 pairs.

• Schroeder Shoe Co., Portsmouth, is considering taking over a building in East Portsmouth for production facilities. President John H. Schroeder reports the firm is cramped for space. At present, the company employs about 100 workers turning out 600 pairs of casuals daily.

• Vulcan Corp., Portsmouth last manufacturer, has appointed David V. Whiting Co. of Los Angeles to represent the firm in the Far West. A last-turning lathe and other equipment has been shipped to Los Angeles to enable Whiting to turn out models and samples. All production will continue in Portsmouth.

# Leather MARKETS

Sales fair, prices generally firm. Light bends, bellies continue scarce. Smooth calf and kid picks up. Suede fair.

## New York Markets

**Upper Leather:** Recent volume trading in large spread heavy side elk tannages between 36c to 40c. Of course, good grades are higher priced but these levels were what the majority of buyers were looking for. However, there were several reports in the trade that late last week and so far this week several large shoe manufacturers from Pennsylvania and other points were in town looking for large spread elk sides at 34c and down. According to reports tanners haven't got leather that low but buyers are very price conscious. Most tanner lists start at 36c and up.

**Patent Leather:** Fair business in kips for the bag and high class shoe trade here. Extremes and large spread leather still slow. Good tannages of kip patent quoted 81-76-71-62-41 while extremes are quoted 66-

61-56-51-41 and large spread 44-42-39-37c. Some tanners ask a little less on less desirable tannages.

**Kid Leather:** Kid for upper leather uses doing well in middle and lower grades both in glazed and suede, with colors wanted. In lining stock business is spotty. Prices quoted on lining leather are 50-45-35-28c with pastels 2c higher all around. In upper leather stock the volume trading seems to start at 50c and down, with some prices being heard as low as 25¢ per foot.

**Sheepskins:** Not much life noted in this market at the moment locally. However, there is a demand for lining sheepskins from Pennsylvania and further west shoe manufacturers. Prices on vegetable tanned unchanged at 24-22c and down and 2c higher for chrome tannages. Some very selected tannages are quoted 2c higher than the above and then, of course, there are grades that are cheaper. The only volume selling sheepskins for lining purposes in the New York area are russets.

## Sole Leathers

Boston sole leather market not too active this week, prices slightly easier than week ago. Fair interest in low grade bends with sales made in low 50's and below. Above this, buying slows. Good light bends hard to find, generally bring 64-66c, when available. Medium bends also limited, buyers interested at 56-60c with some tanners asking a cent or two higher. Heavy bends slower, best sales made at 56-58c.

Light Bends: 64-66c  
Medium Bends: 56-61c  
Heavy Bends: 56-60c

Philadelphia sole leather tanners report sales continue very slow, in both repair and factory bends. No improvement in business is anticipated before the end of the year. No changes in price of factory or repair leathers are quoted. Bellies and heads continue to be short, and tanners sell out on these. Bellies still sell up to 46c and heads as high as 22c.

## Sole Leather Offal

Boston tanners report moderate activity this week. Lower priced bellies orders about cleaned up; not many new orders coming in this week. Bellies still in short supply with sales reported up to 47 and 48c for both cow and steer bellies. Single shoulders with heads on bring up to 50c for lights; up to 45c for heavies. Double rough shoulders even stronger this week with sales made at 72 and 73c for best waist belt stock. Heads not too plentiful, bring up to 24c. Fore shanks moving at 32-34c; hind shanks between 34-36c.

Bellies: Steers: 44-48c; Cow 44-48c  
Single shoulders, heads on: Light, 46-50c; Heavy 40-45c  
Double rough shoulders: 64-73c  
Heads: 21-24c  
Fore shanks: 32-34c  
Hind shanks: 34-36c

## Calf Leathers

Reports of calfskin price advances serve to hold Boston calf leather market firm this week. Prices still at previous levels with buyers showing fairly good interest. Women's weights widely wanted with volume sales made at 85c and down. Colors in good demand. Men's weights not as active with prices about same. Suedes do well up to \$1.20, men's heavyweight brushed leathers active.

Men's weights: B 90-1.06; C 85-1.00; X 75-94; X 70-84; XX 60c  
Women's weights: B 93-1.06; C 87-97; D 80-92; X 70-86; XX 55-70c  
Suede: 1.10-1.20; 1.03-1.10; 90-93c

LEATHER: ITS PRICE AND TREND				
KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	90-1.06	90-1.06	95-1.10	1.30-1.48
CALF (Women's)	85-1.06	85-1.06	90-1.10	1.30-1.48
CALF-SUEDE	1.10-1.20	1.10-1.20	1.05-1.25	1.45-1.90
KID (Black Glazed)	70-1.00	70-1.00	55-80	70-90
KID SUEDE	70-88	70-90	50-75	70-90
PATENT (Extreme)	48-56	48-56	56-66	76-82
SHEEP (Russet Linings)	18-22	18-22	19-22	23-25
KIPS (Corrected)	57-61	57-61	54-60	70-75
EXTREMES (Corrected)	45-53	45-53	50-55	60-65
WORK ELK (Corrected)	44-50	44-50	50-54	56-60
SOLE (Light Bends)	64-66	64-66	68-73	90-95
BELLIES	44-48	43-46	35-39	44-47
SHOULDERS (Dble. Rgh.)	64-73	60-70	60-63	77-80
SPLITS (Lt. Suede)	38-43	37-43	39-44	41-45
SPLITS (Finished Linings)	20-23	20-23	22-24	27
SPLITS (Gusses)	17-20	17-20	19-20	21-22
WELTING (1/2 x 1/8)	9 1/2-10	9	9	11-11 1/2
LIGHT NATIVE COWS	24	25-26	26-26 1/2	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.



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## Kid Leathers

Philadelphia kid leather tanners report demand for dark colors appears to be slowing. Black, dark blue and some brown are selling in glazed and suede but there is a good deal of talk about the expected popularity of spring and summer shoes in light and bright colored solids, and multicolors—in a wide "rainbow" range. White is selling fairly well for this time of the year, and indications are that it may exceed last year's volume. Prices on suede and glazed are unchanged since last week.

Slipper is still keeping up in sales although it is expected that the slipper manufacturers will slow down on their ordering soon, since their season is almost over. The cowboy boot men are, of course, ordering on a year-round basis. The 80c price quoted last week is considered too high excepting in very exceptional instances. Prices of slipper kid in general are just about the same as quoted last week.

Linings sell fairly well in the 26c-35c price range. The 53c-60c level is considered too high excepting for linings sold to manufacturers of the best grade shoes, and these are sold only in small quantities. No business is reported in crushed or satin mats. No change for the better reported in the rawskin situation.

Suede: 35-87c

Slipper: 34-60c

Satin mats: 50c-\$1.05

Glazed: 30-90c

Linings: 26-35c; 53-60c

## Sheep Leathers

Sheep leather market slows this week, say Boston tanners. Sales generally spotty although prices generally unchanged. Rawstock situation still tight. Tanners report new orders slower. Russet linings find some business with volume shoe linings orders between 15-19c, boot linings around 20c. Colored vegetable linings and chrome linings not very active. Hat sweat and garments inactive.

Russet linings: 22, 21, 19, 17, 13, 11c

Colored vegetable linings: 22, 20, 18, 16, 14c

Hat sweat: 26, 24, 22, 20c

Chrome linings: 26, 24, 22c

Garment grains: 25, 23, 21, 19c

Garment suede: 26, 24, 22c

## Side Leathers

Boston side leather tanners find business somewhat slower this week although prices are fairly firm. Story remains unchanged from recent weeks: better tannages find good interest and sales, below this, sales require considerable bargaining. Aniline type extremes and kips move fairly well; corrected extremes and kips find good interest. Work elk active up to 50c.

Heavy Aniline Extremes: B 55-59; C 51-54; 45-47c

Corrected Kips: B 53-61; C 51-59;

D 49-57, X 43-50c

Corrected Extremes: 45-53; 43-49;

41-47; 38-44c

Corrected Large: 40-45; 38-42; 36-

40; 33-37c

Work Elk: 44-50; 42-46; 40-44;

38-42c

LEATHER and SHOES—December 17, 1949

## Splits

Good heavy suede splits still wanted with heavy sampling, good orders reported. Interest evident in brighter colors, especially in blues, reds, greens, browns and pastel shades. Light suede brings up to 43c with best sales made at 36c and up. Retan sole fair between 30-40c. Gussets fairly active between 17-20c; finished linings reported selling best around 20c. Work shoe splits move well at 30c and below.

**Light suede:** 36-43; 34-41; 32-38c

**Heavy suede:** 44-47; 42-44; 39-41c

**Retan sole:** 40, 38, 35, 33, 30c

**Finished linings:** 18-20; 20-22; 22-23c

**Gussets:** 17-20c

## Welting

Fair to good demand for regular Goodyear welting with price obtained about 9½c, up to 10c asked by some. The price of welting shoulders continues very high with some shoulders being held for 73c. Welting makers claim they cannot come out whole if they pay such a price and get even the 10c that is hoped for.

Strong interest continues for specialties. Synthetic welting continues to enjoy good business from makers of cheaper welting, stitchdowns, etc.

## Belting Leathers

Belting leather tanners report business only fair. However, considering the season of the year and the fact that orders are usually slow in Dec. because most people do not wish to increase their inventory at the end of the year, some tanners feel that the situation is not too bad.

Tanners continue to be short on extra heavy and extra light bends which are selling at prices as quoted for past few weeks. There are still some sales made in shoulders—a current average price quoted is 68c. Since shoulders sell well to specialties men, welting men must buy at prices asked.

Curriers say business reflects the rest of the belting industry and has hit a seasonal drop. On the whole, however, business is considered fair. Sales made in factory belting, and prices are holding firm. Contrary to the usual situation, some orders are still being received for shoulders from waist belt manufacturers. General opinion is that no real pickup is to be expected in business for at least the rest of the year.

## Glove Leathers

Vote in the recent labor election finds situation back where it started six months ago. Prospects for a normal leather production during the next four months are exceedingly dim. Leather buyers and tanners are trying to re-appraise the situation in the light of the latest developments. All types of leather are definitely scarce. Prices will probably be forced upward as buyers fight for the available supply.

It is reported that English Doeskins in White and Natural have advanced in price from ten to fifteen percent. There is a good demand for imported leathers in the 32c grade to take care of the lined glove business.

# TANNING Materials

No new developments of note occurred in the Raw Tanning Materials market this week and prices were unchanged. Tanning Extracts quotations were also firm and business showed no appreciable change from previous week. Tanning Oils prices were steady, with no change in most items, and buying interest routine.

## Raw Tanning Materials

Dvi Div'l shipment, bags	\$66.00-67.00
Wattle bark, ton.	\$65.00 for "Fair Average" and \$62.50 for "Merchandise"
Sumac, 25% leaf	\$72.00
20% leaf	\$75.00
Myrobalans, J. ls.	\$54.00-\$55.00
(Crushed) \$77.00 J. 2s	\$47.00
Valonia Cupa 30-32% guaranteed	\$55.00
Valonia Beards	Nominal
Mangrove Bark, So. Am.	\$65.00

## Tanning Extracts

Chestnut extract, clarified, 25% tannin, tks., f.o.b. works	lb. .039
Bbls., c.i.	lb. .048

Powdered, bags, c.i.	.10%
Cutch, solid Borneo, 55% tannin, plus duty	.07
Gambier Extract, 25% tannin, bbls.	.09%
Hemlock extract, 25% tannin, tk. cars.	.12
f.o.b. wks.	.0525
Bbls., c.i.	.06
Ground extract, 25% tannin, tk. cars.	.06
bbls. 6½-6¾, tks.	.06½
Quebracho extract	
Solid, ord., basis 63% tannin, c.i. plus duty	.8 5 16
Solid, clar., basis 64% tannin, c.i.	.09
Liquid, basis 35% tannin, bbls.	.08
Ground extract	.16½
Powdered super spruce, bags, c.i. 55½, t.c.i.	.05½
Spruce extract, tks., f.o.b. works	.01½
Wattle bark extract, solid	.06½-.07

## Tanners' Oils

Cod oil, Nf'd., drums	.85
Caster oil No. 1 C.P., drs. t.c.i.	.18½
Sulphonated castor oil, 75%	.16-17
Cod, sulphonated, pure 25% moisture	.11½
Cod, sulphonated, 25% added mineral.	.10½
Cod, sulphonated, 50% added mineral.	.09½
Linseed oil tks., c.i.	.17
drums	.19
Neatsfoot, 20° C.T.	.27
Neatsfoot, 30° C.T.	.21
Neatsfoot, 40° C.T.	.19
Neatsfoot, extra drums	.22
Neatsfoot, No. 1, drums	.24
Neatsfoot, sulphated, 75%	.16-19
Olive, denatured, drs. gal.	.17½
Waterless Moellen	.14
Moellen, 20% water	.12½
Moellen, 25% water	.12½
Artificial Moellen, 25% moisture	.11½

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Split oil	.09-.11
Sulphonated sperm, 25% water	.16%
Petroleum Oils, 200 seconds visc. tks. f.o.b.	.11½
Petroleum Oils, 150 seconds visc. tks. f.o.b.	.13
Petroleum Oils, 100 seconds visc. tks. f.o.b.	.11

## Senate Committee . . .

(Concluded from Page 10)

and distribution expense, over half, or about 11 cents, is payroll and only the remaining 9 cents, all other expense including advertising and transportation."

He said it was not surprising "to find the price of shoes moving roughly in line with wage rates rather than being influenced greatly by fluctuations in prices of hides and skins."

In his opinion, shoes have not gone up as much as wage rates, but nearly so. He said his firm's average selling price in 1949 was \$4.01 per pair of shoes which he described as 210 percent of the \$1.91 average selling price per pair in 1938.

But, he pointed out, "our labor cost per pair of shoes is 242 percent of 1938 cost, and the average hourly earnings of all manufacturing industries is 224 percent of 1938. Hides and skins prices were 285 percent of the 1938 average last year, and in September of this year, were still 278 percent."

Gray told the committee that the average price of his company's shoes, for the first nine months of 1949, was \$4.01 or "not far from the average for the industry," which he estimated as running only ten percent below his company average. (The industry's average price he gave as \$3.75, as of last year.)

He reported that the "average annual percent of net profit to sales" for his company for 1938 through 1948 was 5.67 percent. He noted that the average selling price of company shoes for the same period was \$2.76.

"This means," he declared, "that for the eleven years the company retained, for the dividends to stockholders and reinvestment in the business, 15.6 cents per average pair of shoes sold. For the nine months of 1949, the figures are 3.81 percent net profit on a \$4.01 selling price, or 15.3 cents net profit per pair."

Asked what he thought about the prospect of lower prices for shoes, he said that "there is no prospect of lower prices of shoes where quality and material are maintained," but indicated this might not be true of cheaper-quality shoes.

# HIDES and SKINS

**Big packer hides dip 1/2-2½c from last week, mostly on light hides. Tanners hold off buying, await developments. Packer calfskins quoted up but no sales reported; country calfskins quiet. Horsehide sales spotty.**

## Packer Hides

Further price declines ranging from 1/2 to 2½c were registered in the past week in the big packer hide market with approximately 75,000, or more, hides selling.

This week's declines mostly on the light hides following last week's reductions in heavy hides. So far this week, light and heavy native steers are off 1½c, with extreme light weights sharply lower at 2c. Heavy and light native cows are off from 2 to 2½c, depending upon the production point. Heavy and extreme light Texas steers sold 2½c lower, along with a 2½c drop in butts and Colorado steers.

Sales involved 4,500 light native steers, 3,000 heavies and 8,300 extreme lights and 2,300 mixed lots; 8,400 heavy cows and 2,000 lights; 2,500 heavy Texas steers and 3,000 extreme lights; 2,500 butt branded steers, 24,500 Colorado steers and 11,000 mixed branded steers. The week witnessed delayed action on the part of tanners. Generally, trading took place at the very last closing moments. Tanners continue to play waiting game in view of the weak tone in all selections.

Outside independent packers were also active and contributed about 8,100 hides at prices in line with the general decline.

## Small Packer Hides

With prices dropping freely in the big packer hide market, tanners, generally interested in small packer hides, have pulled out of the market. It is quite apparent they are waiting for new developments. Many have the

feeling "why buy today when they may be cheaper tomorrow?" This has proven to be true so far this week.

The lack of any extended trading has tended to make it extremely difficult for trade advices to report an established level for small packer hides. The few bids reported are entirely too low according to sellers' ideas, and, by the same token, tanners feel that sellers' prices are too high especially in view of the hide price break.

Consequently, due to lack of broad offerings and the absence of bids or sales, most trade advices are quoting the market at 21 to 22c selected, for 48/50 lb. average Midwestern production, which represents a half-cent decline. It will take some trading before some accuracy is obtained in describing this market.

## Packer Calfskins

Tanners display a strong price resistance towards higher asking prices on big packer calfskins. Actually, at one time during the past week, sellers were asking 5c above last paid prices since the recent 2½c advance. No interest, however, noted at these levels. Consequently, further offerings were available at 2½c above last paid prices, but this still failed to attract any buying interest. With this, sellers are now holding the small accumulation of calfskins with no price attached.

Based on last trading, big packer Northern heavyweights are quoted at 57½c, and lights at 70c. Riverpoint heavyweights are quoted 47½c nominal and lights at 57½c nominal.

No price advances as yet recorded in the New York trimmed market as a result of the recent 2½c advance in the Midwest. Last paid prices are quoted nominal at \$4.25 for 3 to 4 lbs., \$4.75 for 4 to 5's, \$5.25 for 5 to 7's, \$5.75 for 7 to 9's and \$7.00 for 9 to 12's. Big packer regular slunks are unchanged and quoted at \$3.25.

## Packer Kipskins

Big packer kipskin trading failed to materialize. However, with the new price breaks in the spot hide market, and the fact that offerings of calfskins failed to draw any attention, it is felt in some quarters that either higher or steady money on kipskins will be somewhat difficult to obtain.

Best bids are still at the 42½c mark for Northern and Riverpoint skins, with sellers continuing to hold for 45c.

In the East, price structure is unchanged, with the market generally quiet. New York trimmed packer kipskins weighing from 12 to 17 lbs. are quoted at \$8.15, with 17 lbs. and up quoted at \$9.50.

## Country Hides

Previous to the newest price slump, prices were nominally figured from 18 to 18½c flat trimmed for Northern and Midwestern production of 48/50 lb. hides of mixed lots, including city butcher, locker plant and renderer hides. However, later developments will undoubtedly alter these ideas considerably lower. Until such time as trading resumes, these prices will continue to be quoted on a strictly nominal basis.

## Country Calfskins

Country calfskins, following along the lines of the big packer market, have remained quiet this week. Neither sellers nor buyers could get together on a price; consequently, no sales reported.

City calfskins nominally figured at 40c, with small packer skins, untrimmed allweights, quoted nominally from 40 to 50c. Country calfskins held at 25c nominal. The New York trimmed collector calfskins are reported at \$3.70 for 3 to 4 lbs., \$4.25 for 4 to 5's, \$4.70 for 5 to 7's, \$5.15 for 7 to 9's and \$6.25 nominal for 9 to 12's.

## Horsehides

Some activity noted in 60-65 lb. hides at prices pretty much in line with the range of \$10.75 to \$11 for good trimmed Northern and Midwestern production. Above 65 lbs., some tanners seem willing to pay upwards of \$11, but only fractionally. Not many offerings of good horsehides around, and what is offered seems to be picked up rapidly. However, in spite of the fast movement, sellers are unable to push the market any higher. Tanners stubbornly refuse to pay more than \$11 for 60 lb. hides, and slightly more for heavier lots. About 75c to \$1 more is paid for the untrimmed hides. Fronts are unchanged at \$7.50 to \$7.75. Butts, basis 22 inches and up, are quoted at \$3.50 to \$3.75, FOB shipping points.

## Sheep Pelts

Extremely good prices for Interior Iowa-Minnesota packers pelts are reported, although not confirmed. It is said that \$3.75 per cwt. was obtained on most of the sales of pelts, consisting of mixed Westerns and natives, with a few lots of choice pelts bringing 5 to 10c more than that. The small volume production of wool pelts and the good interest have been responsible for this sharp increase in price. Volume of business indefinite, al-

## QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
<b>Native steers</b>	22½-23½	24-25	24-25	25-28½
Ex. light native steers	27	29	29½	28
<b>Light native cows</b>	24	25-26	25-26	25½
<b>Heavy native cows</b>	21-22½	23-24½	24-24½	24½-25
<b>Native bulls</b>	18	18-18½	17½-18	17
<b>Heavy Texas steers</b>	19½	22	22	25
<b>Light Texas steers</b>	21	23	23	25
<b>Heavy Texas bulls</b>	24	26½	26½	26
<b>Butt branded steers</b>	19½	22	22	25
<b>Colorado steers</b>	18	21½	21½	21½
<b>Branded cows</b>	23	23-23½	24-24½	24½
<b>Branded bulls</b>	17	17-17½	16½-17	16
<b>Packer calfskins</b>	57½-70	57½-70	55-65	52½-62½
<b>Chicago city calfskins</b>	40	40-50	40	35
<b>Packer kipskins</b>	40-45	45	45	40
<b>Chicago city kipskins</b>	30	30	32-33	28

## HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Dec. 15	Close Dec. 7	High For week	Low For week	Net Change
December	18.95T	20.26B	20.70	18.90	-131
March	18.40B	20.13B	20.40	18.40	-173
June	18.15B	19.76B	20.00	18.40	-161
September	17.90	19.47B	19.52	19.52	-157
Total sales:	326 lots				

though reliable trade reports indicated only small quantities available.

Shearlings hold unchanged in the local market. Big packer No. 1's last sold at \$2.60 to \$2.70, No. 2's at \$2.00 to \$2.15, and No. 3's at \$1.70. There is still good demand for packer shearlings from the garment trade for linings, collars, etc., and the Mouton trade has been showing a little more interest. It wouldn't take too much interest, however, to put demand well ahead of supply. Pickled skins are unchanged, last quotations of \$13 to \$14 per dozen reported to be unchanged.

### Dry Sheepskins

Hair sheep markets remain very firm notwithstanding the fact that relatively few orders are being received from U. S. buyers. Cables from Brazil state that market for cabrettas is very firm. Shippers have relatively small stocks and, with the good demand evident, are entertaining very high ideas. Quotations heard range from \$14.00 per dozen, c&f, up, as to districts, shippers and lots involved. Buyers here are slow to follow. Cape

glovers also very firm with England said to be paying 145-146 shillings and available stocks relatively small. Very few orders being received of Nigerians as shippers report selling to Europe at much higher prices than indicated by buyers here. No change in dry salted Sudans, Mochas, Mombasas and Addis-abbebas slaughterers. Occasional sales are noted but in general buying is restricted due to price differences of buyers and sellers.

There is a good demand for short shearlings and further sales reported of Capes,  $\frac{3}{4}$ - $\frac{1}{2}$  inch at 24 pence c&f with sellers now asking 25-25 $\frac{1}{2}$  pence on additional lots. The  $\frac{1}{2}$ - $\frac{1}{4}$  inch slow here but firm at origin and shippers show no inclination to reduce prices. The Argentine market said to have firmed up considerably as local buyers have been operating and paying very high prices. Too early as yet for Australian shearing offerings. Business going on in Montevideo shearlings at unchanged prices.

Wool sheep markets strong at origin. No Australian offerings as shippers claim they are selling right along to England at much higher

prices and available supplies are well sold up. South American markets are also higher as Mazamat has re-entered these markets and paying prices above the views of U. S. pullers.

### Reptiles

Easier tone to the market with buyers not as aggressive as heretofore and views lower. Following sales Madras bark tanned whips, 4 inches up, averaging 4 $\frac{1}{2}$  inches, 70/20 selection, at \$1.15, further offerings failed to interest buyers who, while not making definite bids, indicate ideas about 10¢ less. About 10,000 similar cobras sold at 85c and 4 up skins averaging 5 inches, at 95c with further offerings failing to interest buyers. Vipers, 4 $\frac{1}{2}$  inches up, averaging 5 $\frac{1}{2}$  inches, 70/30, offered at 55c and no takers. Following good sized sales of Calcutta alum tanned water snakes, 3 inches up, averaging 3 $\frac{1}{4}$  inches, at 15c, further offerings at the same price failed to interest buyers who claim that while the price is right, they have enough skins for the present. However, not too many offers being received of either bark or alum tanned water snakes.

Siam market quiet as shippers are oversold and having difficulty filling previous contracts. No change in the Argentine market. There had been some rumors that licenses may be granted but nothing official as yet. Brazil market slow as shippers claim receipts have been delayed and therefore are generally not offering back cut teju.

Alligators firm and difficult to get offerings due to short supply. Reports state that the Malayan market is rising strongly. There is also a very good demand for Ring lizards but few being offered with seller's of the opinion that last trading levels of \$1.05 for 25 centimeters and up, averaging 30 centimeters, 60/40 selection, still obtainable, but feel that shippers will ask higher figures when ready to offer.

### Deerskins

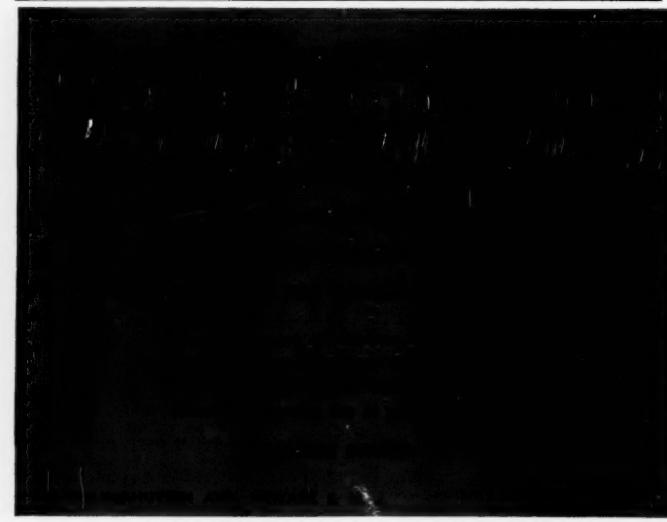
Shippers at origin continue to have firm ideas and following sales of Brazil "jacks" at 70c fob., basis importers, they are asking 74c fob. on additional lots. Buyers as a whole are not very aggressive, claiming price too high.

### Pigskins

There had been a little buying of Brazil peccaries in anticipation of a settlement of Gloversville strike but now with the situation more unsettled than ever owing to the "no union" vote, it will probably mean that buyers will withdraw. However, shippers at origin are very firm and have been asking \$1.90 fob., basis importers for Manaos greys, refusing bids 5c less. Other sections are also quite firm as sellers state that they have had no difficulty in keeping well sold up on purchases by local tanners and other buyers.

### Foreign Calfskins

About 10,000 New Zealand freezer calfskins, 3/8-lbs., averaging about 5-lbs., sold at 82 $\frac{1}{2}$ c per lb., c&f.



BUY RIGHT WITH COBBLERIGHT

N. BREZNER & CO., INC.

BOSTON 11, MASSACHUSETTS

TANNERY

BREZNER TANNING CORPORATION

PENACOOK, NEW HAMPSHIRE

Mr. Cobbleright

COBBLERIGHT

# WANT ADS

## ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

**THE RUMPF PUBLISHING CO.**  
300 W. Adams St. Chicago 6

## Special Notices

### Equipment Wanted

WANTED: Leidgen Side and Hairing Machine. Must be in A1 condition.

Address O-3,  
c/o Leather and Shoes  
300 W. Adams St.,  
Chicago 6, Ill.

### Medium Size Tannery For Sale

WILL SELL half the interest, or all of tannery now in operation. Located in growing industrial city, population 150,000. New building, 75% of machinery new. Could easily be extended to a much larger tannery. Don't write if not fully interested. Tannery and machinery are free from any debt. Address M-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Distributors Wanted

WANTED: Well established and reliable distributors in principal cities to handle our line of imported Kid Leather exclusively. We can offer attractive prices on lining, glazed, etc., depending on volume. State territory you can cover and probable volume expected, and we shall be pleased to send prices and samples.

R. G. GARCIA  
Importers — Exporters  
309 Sames-Moore Bldg  
Laredo, Texas

### Situations Wanted

### Kid Suede

PRODUCTION MAN, technician, tanner, college education. Veteran II, age 42. Understands tanning—layout, equipment, machinery, lab. data, skin histology. Can get along in the helping up of an economic plant. Good record of saleable leather; can start subject from scratch or supervise existing manufacture. Remuneration request reasonable. Address M-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

LEATHER and SHOES—December 17, 1949

### Lasting Room Foreman

LASTING ROOM FOREMAN seeks position where previous knowledge of the industry is not required. Handles help well. Keeps production rolling under all sorts of conditions. Address O-4, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Technician

TECHNICIAN, twenty years' experience manufacturing fancy leathers, seeks supervisory capacity in the leather industry or an allied line.

Address O-10,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

### Shoe Factory Superintendent

SHOE FACTORY SUPERINTENDENT — A good man available with best of references. Knows all types of women's shoes and can get out the work.

Address O-5,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

### Cutting Room Foreman

CUTTING ROOM FOREMAN — Here is a really good cutting room man for any shoe factory. Knows leather and can do the buying. Best of references. If you want a top-notch man, address O-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Stockfitting Foreman

STOCKFITTING FOREMAN available at once. If you need a stockfitting man who can take full charge and turn out the work, address O-7.

c/o Leather and Shoes,  
300 W. Adams St.,  
Chicago 6, Ill.

### Packing Room Foreman

PACKING ROOM FOREMAN — exceptionally able packing room man available. Knows his job thoroughly and can really produce. This man can save you money while turning out good work. Address O-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### Help Wanted

### Shoe Superintendent

SUPERINTENDENT. Capable of taking complete charge of Pennsylvania plant making athletic shoes. State age and experience. References confidential.

Address O-12,  
c/o Leather and Shoes,  
300 W. Adams St., Chicago 6, Ill.

### Leather Salesman

WANTED: A salesman with broad experience in kid leather sales, and to be well posted with present leather marketing situation. State years of experience in his field and territory desired. Address O-13, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

### AL HOWE SERVICES, INC.

6245 S. ASHLAND  
CHICAGO 36, ILL.  
50 CHEDELL PL.  
AUBURN, N. Y.

We have positions for you in all parts of the country. Superintendents—Foremen (all rooms)—Quality and Production men—Designers—Pattern men. Write us positions and location wanted.



...for quick turnover of odd lots of leather and materials.  
...for sale of machinery, equipment, plants, etc.  
...for new positions, expert help, selling agents, representatives.

Copy received on Thursday will appear in following Saturday's issue.

**LEATHER & SHOES**  
**WANT ADS!**

The International Shoe and Leather Weekly  
300 W. Adams St., Chicago 6, Ill.

## Coming Events

Jan. 7, 1950—Annual Banquet, New England Shoe Foremen and Superintendents' Assn., Inc., Imperial Ballroom, Hotel Statler, Boston, Mass.

Jan. 21-25, 1950—Annual Mid-Atlantic Shoe Show, Philadelphia, Pa.

Feb. 11-14, 1950—Shoe Show by Pennsylvania Shoe Travelers Assn., William Penn Hotel, Pittsburgh, Pa.

March 5-8, 1950—Semi-Annual Allied Shoe Products and Style Exhibit for Fall, Hotel Belmont Plaza, New York.

March 7-8, 1950—Official Opening of American Leathers for Fall, sponsored by Tanners' Council of America, Waldorf-Astoria Hotel, New York City.

April 23-27, 1950—Fall Showing, sponsored by St. Louis Shoe Manufacturers Assn., Hotel Statler and other hotels, St. Louis.

May 1, 1950—Spring Meeting, National Hide Assn., Boston, Mass.

May 7-10, 1950—Fall Shoe Show sponsored by Southwestern Shoe Travelers Assn., Adolphus, Baker and Southland Hotels, Dallas, Tex.

May 7-10, 1950—15th semi-annual showing, Southeastern Shoe Travelers, Inc., Sheraton-Bon Air Hotel, Augusta, Ga.

May 14-18, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

May 25-26, 1950—Spring Meeting, Tanners' Council of America, Atlantic City, N. J.

May 31-June 2, 1950—1950 Convention of American Leather Chemists Assn., French Lick, Ind.

Sept. 6, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America, Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn., Palmer House and other hotels, Chicago.

## DEATHS

### Dennis F. Corcoran

... 75, retired shoe company official, died on Dec. 13 at Melrose Hospital, Melrose, Mass. He is survived by his wife, Annie L.; two sons, Dr. William B. and Edward J.; and a daughter, Elizabeth A.

### Arthur C. Anderson

... 87, retired employee of United Shoe Machinery Corp., died recently in Nashua, N. H. A resident of Nashua for 60 years, Anderson traveled extensively for USMC and was in Australia for 13 years. He leaves his wife, Viola C., and two sons, Eric C. and Rufus P.

### Ralph E. Reed

... 49, production manager of W. L. Douglas Shoe Co., Brockton, died Dec. 4 at his home in Brockton. Well-known in the shoe industry, Reed was associated with Douglas for the past 30 years.

### John B. Mulford

... 59, former president of Old England Walton Leather Co., died Dec. 4 while visiting friends in suburban Philadelphia. He served as a major with the AMG in Germany during World War II and was dean of the Charles Morris Price School of Advertising and Journalism.

### I. Horween

... 79, president of Horween Leather Co., Chicago tanner, died recently in Chicago. A leading figure in the tanning industry for many years, Horween began his career at an early age. He founded the Horween Co. some 40 years ago after serving with W. N. Eisendrath & Co. for several years. Survivors include his sons, Arnold and Ralph Horween, treasurer and secretary of Horween Leather Co.

### Fred A. Chilton

... 73, vice president and sales manager of Richard Young Co., New York City, died suddenly Dec. 9 at St. Luke Hospital, New York. Well-known in the leather industry for many years, he had been associated with the Young firm for nearly 55 years. He leaves his wife, Mary K., two daughters and two sons.

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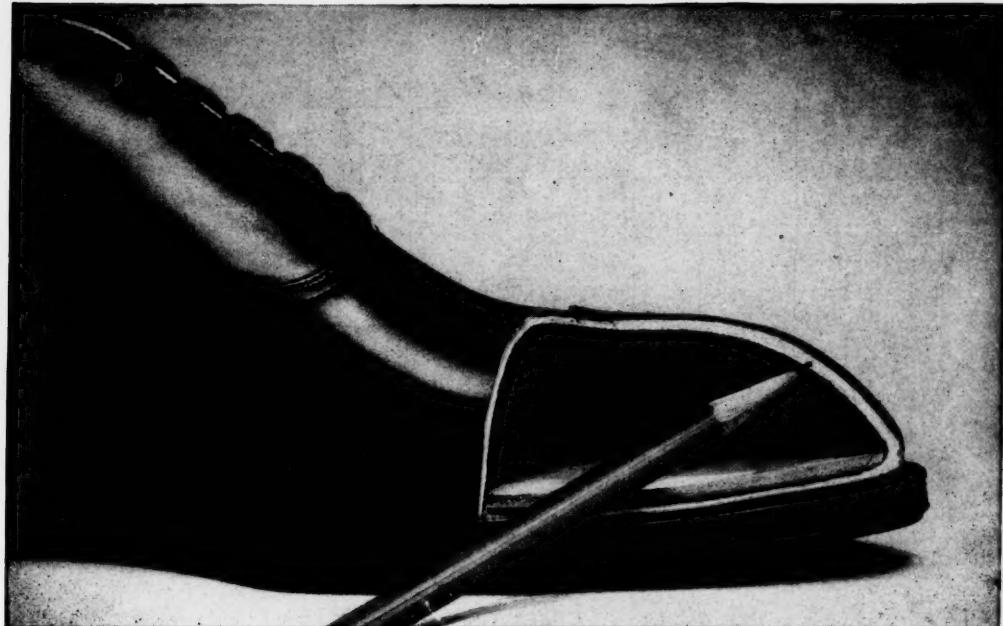
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- **SPRUCE EXTRACT**
- **POWDERED SUPER SPRUCE**
- **LACTANX**

## ROBESON PROCESS COMPANY

GENERAL OFFICES  
500 Fifth Avenue  
New York 16, N. Y.

OPERATING PLANT AT  
Erie, Pa.



# Wrinkle-Free Toe Linings AND NO QUESTION ABOUT IT!

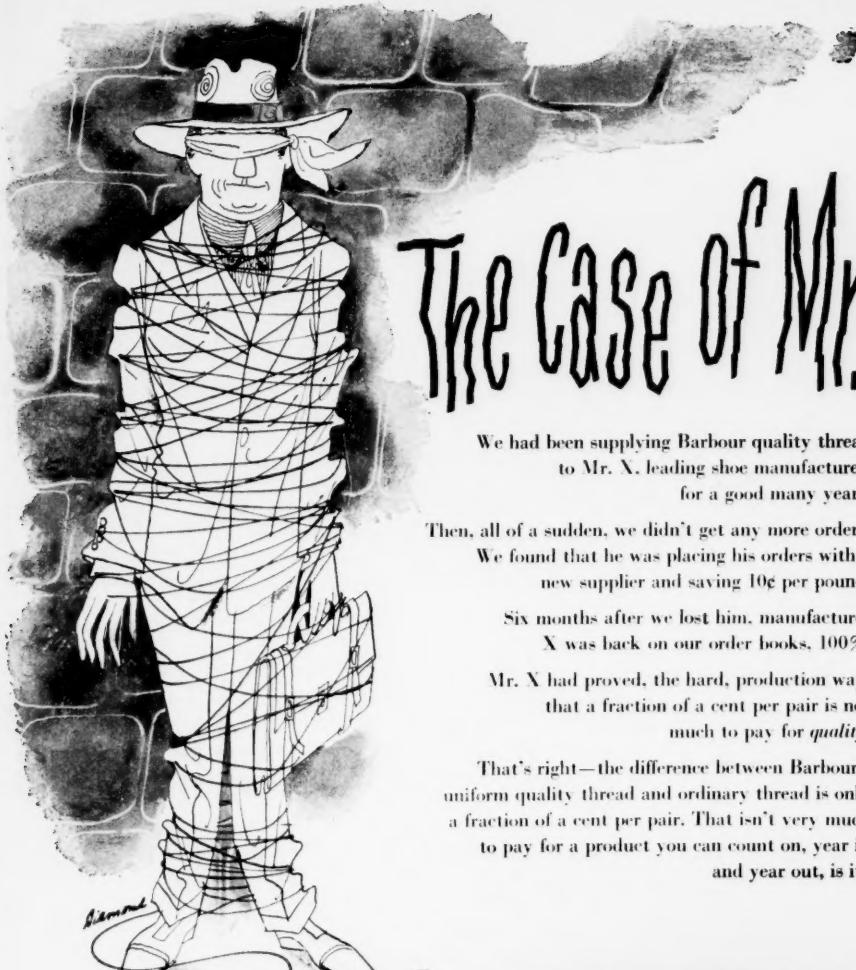
## BUILD COMFORT AND SALES WITH \*CELASTIC!

For over twenty years Celastic box toes have brought positive toe comfort to men, women and children. The assurance that toe linings are permanently secure . . . in one style or one hundred . . . in one shoe or one million, is the Celastic contribution to toe comfort. Good will and consumer satisfaction accumulated by year after year of Celastic performance prove that it's good business to provide your customers with the best.



UNITED SHOE MACHINERY  
CORPORATION  
BOSTON, MASSACHUSETTS

\*"CELASTIC" is a registered trade-mark of the Celastic Corporation



# The Case of Mr. X...

We had been supplying Barbour quality thread  
to Mr. X, leading shoe manufacturer,  
for a good many years.

Then, all of a sudden, we didn't get any more orders.  
We found that he was placing his orders with a  
new supplier and saving 10¢ per pound.

Six months after we lost him, manufacturer  
X was back on our order books, 100%.

Mr. X had proved, the hard, production way,  
that a fraction of a cent per pair is not  
much to pay for *quality*.

That's right—the difference between Barbour's  
uniform quality thread and ordinary thread is only  
a fraction of a cent per pair. That isn't very much  
to pay for a product you can count on, year in  
and year out, is it?

**BARBOUR'S THREADS** Sinew • International and  
Thread Lasting Linen Threads • Backseam "Closing"  
Linen • Kant-strand and Pioneer Braided • Nylon • Red  
Hand • Littleway • Thread Lasting Cotton • Shurseam •  
Superlite • Liberty • Gold Medal • Queen • Castle and  
Passaic • Ready wound Bobbins for Littleway and  
Goodyear Stitchers

